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TRAVELERS' NUMBER

THE Publishers' Weekly

FEB 20 1925

The American BOOK TRADE JOURNAL

VOL. CVII.

NEW YORK, FEBRUARY 14, 1925

No. 7



**IRVING
BACHELLER'S**

New Novel

**FATHER
ABRAHAM**

*By the Author of
A Man for the Ages*

419 pages, \$2.00

BOBBS-MERRILL

"The big seller for 1925,"
says a Boston bookseller of

BEAU GESTE

By Capt. PERCIVAL C. WREN

Author of "The Wages of Virtue"

And booksellers right out to the Coast—in New York, Philadelphia, Chicago, Los Angeles, San Francisco and a host of towns in between—are backing up the opinion with so many re-orders that this thrilling mystery story of the French Foreign Legion (fighting in Africa before the World War) is now in its

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St. Paul Daily News: "Four hundred and ten pages of thrills! Don't fail to read it."

Pittsburgh Chronicle-Telegraph: "A fine start on the new year of books. The author has set a pace that will test the staying qualities of other romanticists."

Publishers

FREDERICK A. STOKES COMPANY

New York

1825 — *Appleton Centennial Year* — 1925

New Appleton Fiction

Last Year's Nest

by Dorothy À Beckett Terrell is a novel with a central theme that will interest a very wide audience. It is the story of how Mrs. Jenny Morris, the eternally youthful widow, marries a man twenty years younger than herself. As it happens he is just the age of her young daughter, Gillian. Miss Terrell has seized upon this situation and built from it a novel that is mighty human. Her characters are exceedingly real, and the reader is held absorbed by the question: Will Gillian and her stepfather elope? To be published February 20. \$2.00

MacIvor's Folly

by Hugh MacNair Kahler and Donald Grant Herring, is a novel of action and is written in a notably picturesque and able style. Among the Carolina sandhills the authors show the man MacIvor, the upright Scotchman, who stands out in vigorous contrast to the easy-going decay into which the region has fallen. The other man in the case is of a very different stripe, yet his charm and courtliness exert their spell upon the spirited heroine. Into an exciting course of events these three are swept—until a bullet decides between the two men. To be published February 20. \$2.00

D. APPLETON

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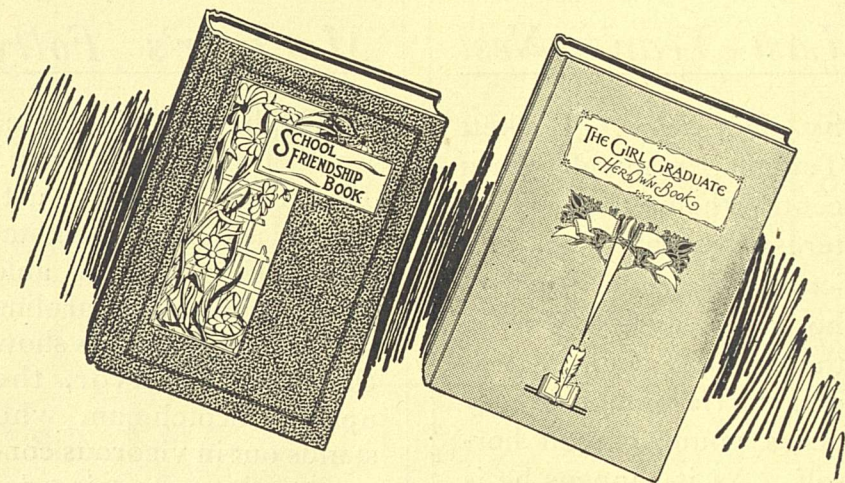
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SUN YAT SEN AND THE CHINESE REPUBLIC

By PAUL LINEBARGER

1

A VOLUME of authoritative biography, present-day history and interpretation of Chinese life and custom, by an author who lived for years in China and came in daily contact with all classes of people. Judge Linebarger knows intimately Sun Yat Sen, the chief creator of the Chinese Republic, and has worked with him a great deal. Indeed Dr. Sun dictated part of the book and helped with information as to the rest of it. Judge Linebarger wrote this book in China in the course of many months, bringing the manuscript to America late in 1924.

Illustrated. \$4.00

LIFE and ERICA

By GILBERT FRANKAU

2

A TREMENDOUS success as a serial in London, but "Life and Erica" is published first in book form in America. If it isn't a popular success here it ought to be. It seems to have everything. Erica, the flaming little heroine, has beauty, talent, courage and a daring code of morals. But Life teaches Erica a memorable lesson. A novel that will be talked about. \$2.00

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Illustrated Wrapper and Frontispiece, \$2.00 net

Publication Date, March 20th



THE MACAULAY COMPANY, NEW YORK



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By Grace Miller

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Publication Day
March 10th

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he has been untrue to his wife in thought, if not in deed. The vivid
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Fulton Oursler

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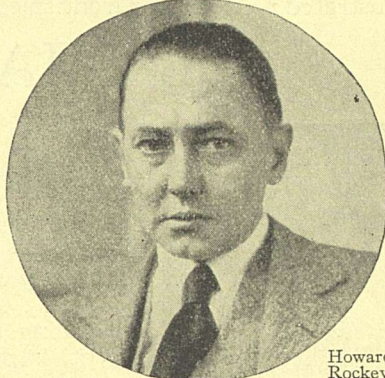
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It is a brilliant story of a debutante laughing and dancing her way through the glamorous maze of the modern social round. \$2.00 net. Publication Day March 20th



Howard
Rockey



frivolous was growing wilder
as such parties will.

Publishers

NEW YORK

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By Anice Terhune

Author of

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DRAMA, and a hand-to-hand grip with some of life's most grim realities, color this absorbing new novel by Anice Terhune. Yet throughout, the reader finds the glowing cleanness of soul which was so marked an element of the author's earlier novel, "The Eyes of the Village."

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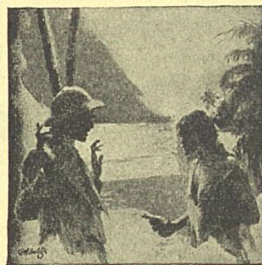
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Publication Date, Feb. 14th

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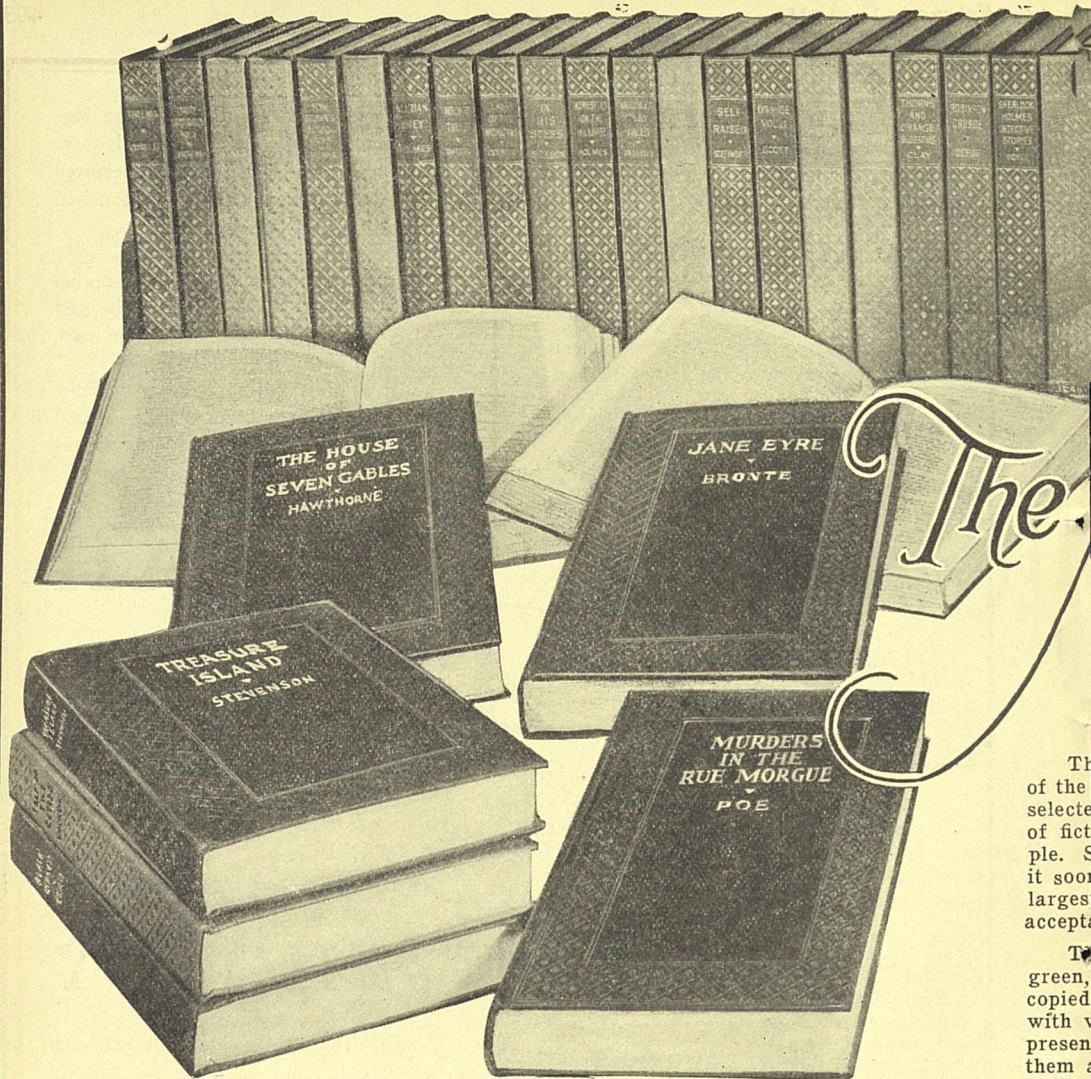
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It is a passionate love story laid in part
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Light That Failed, The
Master of Ballantrae The
Two Orphans, The
Hunchback of Notre Dame, The—Vol. I
Hunchback of Notre Dame, The—Vol. II
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Study in Scarlet, A
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Plain Tales from the Hills
Jane Eyre
Last of the Mohicans, The
Ishmael
Self-Raised
Last Days of Pompeii, The
Tempest and Sunshine
Ivanhoe—Vol. I
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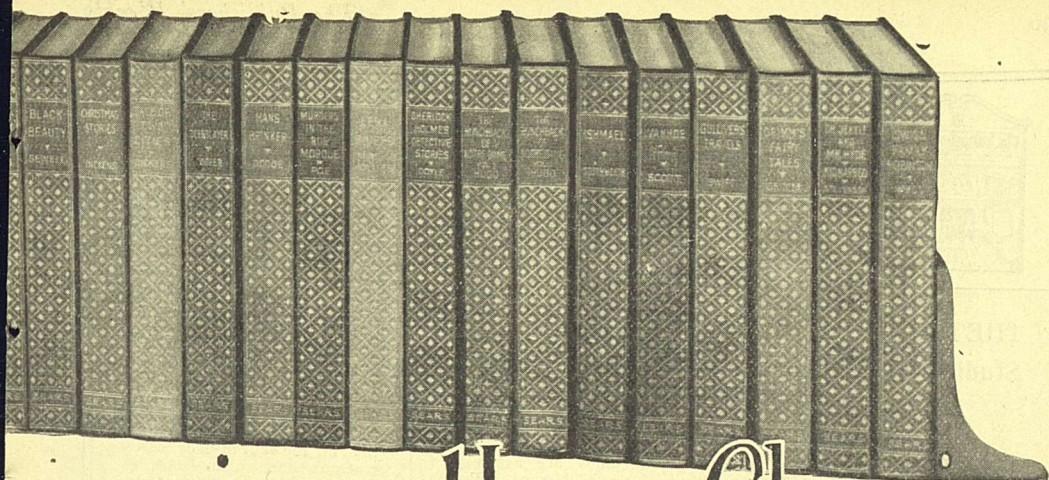
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Hawthorne
Dickens
Dumas
Dumas
Holmes
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Kipling
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D'Ennery
Hugo
Hugo
Hawthorne
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Holmes
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Man Who Laughs, The—Vol. II
Marble Faun, The
Merry Men and Other Stories, The
Mill on the Floss, The—Vol. I
Mill on the Floss, The—Vol. II
New Arabian Nights
Oliver Twist—Vol. I
Oliver Twist—Vol. II
Pathfinder, The
Pere Goriot
Phantom Rickshaw and Other Stories, The
Picture of Dorian Gray, The
Pioneers, The
Prince Otto
Sappho
Soldiers Three and Other Stories
Twenty Years After—Vol. I
Twenty Years After—Vol. II
Vicar of Wakefield, The

Kipling
Connor
Hawthorne
Holmes
Fothergill
Hugo
Hugo
Hawthorne
Stevenson
Eliot
Eliot
Stevenson
Dickens
Dickens
Cooper
Balzac
Kipling
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Daudet
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Old Man's Secret
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Child's Garden of Verses and other Poems, A
Vanity Fair—Vol. I
Vanity Fair—Vol. II
Wonder Book
File 113
Tragedy by the Sea, A
Prairie, The
Story of the Gadsbys and other Stories, The
Pride and Prejudice—Vol. I
Pride and Prejudice—Vol. II
Black Arrow, The
Mr. Midshipman Easy
Moby Dick
Heidi
Helen's Babies
Little Lame Prince, The
Pinocchio
Nicholas Nickleby—Vol. I
Nicholas Nickleby—Vol. II

Mulock
Dickens
Dickens
Dumas
Maritt
Kipling
Stevenson
Thackeray
Thackeray
Hawthorne
Gaboriau
Balzac
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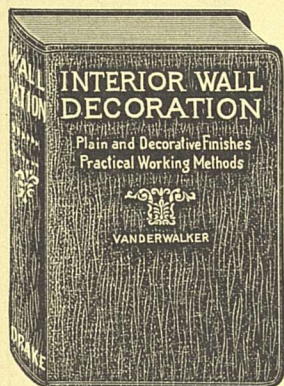
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THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, FEBRUARY 14, 1925

Merchandising for Publishers

Taking the Long View in Campaign Programs

By Harold C. Kinsey

Cosmopolitan Book Corporation



PLANNING, the pre-publication sales of a forthcoming book is in some ways like a political campaign.

If a book is to be published in an intelligent way, the promotion, the advertising and the sales to the trade have to be planned before the travelers start on the road to sell to the trade. This is necessary so that the travelers will be thoroly posted in what the house behind the book is going to do to publish and sell it successfully.

In my judgment, one of the main reasons why so many books fail to have the proper sale, is because there is too much "hit or miss" method in publishing. All the work that is done to help the dealer remove the book from his stock has got to be planned and coordinated so as to have a continuous stream of advertising and publicity from the date of publication until the campaign is ended. No matter how satisfactory the advance sale is, to be successful the stores have to sell what they buy.

It is assumed that the traveler has already read the books or knows about them thoroly before starting on the road. If the sales distribution is properly planned by the house, with the help of the traveler, the traveler knows, when he enters a store, what quantity of the various titles he

should sell to the buyer, and will make every possible effort to sell the stipulated quantity, and will at no time knowingly oversell.

By "overselling" I mean in this instance, if a certain store's quantity is 25 copies and the buyer, after hearing what the traveler has to say, orders 25 copies without suggestion from the traveler, there should be no attempt made on the traveler's part to start an argument to increase the buyer's quantity to 50 copies, simply because the buyer had ordered of his own accord the quantity that had been planned for this store. It is bad judgment to do this, tho it does happen!

As the traveler's orders arrive in the house, it is like the votes coming in for a candidate on Election Day, and the thrill to those inside comes in seeing how their estimate of the sales is going, and of course the climax comes when all the orders are in and publication date arrives.

When the book is published—and when I say "published," I mean that it should be on sale in all parts of the country on the date of publication and not from ten days to three weeks afterward, due to the fact that many publishers do not allow enough time for transportation—the review copies have already been sent out to the various critics, and the advertising commences, which is very necessary in order to help move the books purchased by the dealers.

The question of advertising books is

much discussed, both by those in the book-trade and those who know little or nothing about it. To one not familiar with the publishing business, it is hard to realize that if advertising will sell Wrigley's chewing gum, Campbell's soups, etc., why it will not sell books. Of course advertising sells books, but publishers cannot advertise the same thing year by year, because books cannot be eaten, and unfortunately for us in the business one book may be read hundreds of times, which lessens the possible sale. On the other hand, too many publishers look on advertising as a necessary evil and do it more to please the author or the trade than from the conviction that it will really sell books. I do not say that advertising will make every book sell successfully, because such a statement would be absurd. I do say, however, that advertising well planned will increase the selling possibilities of a book in the vast majority of cases. It must not be spasmodic, and the one planning the appropriation to be spent on a given title should have imagination and vision. The amount to spend on advertising should bear a relation to the number of copies set as the goal to be reached in three or four months, and not depend upon the number of reorders that come in.

Once in a while there is a book published, that without any particular advertising, immediately jumps into the lead and is the most talked-about book of that particular publishing season. Of course, this exception proves the rule, and is simply a matter of chance. For every book that had a big sale by chance there have been numerous books that have been successful, because the publisher planned it by proper advertising.

It is then up to the dealer to focus attention on the new books and do something that will fall in with the effort of the publisher, who is trying to move that stock out of his store. If the season happens to bring a book by an author who already has had successful books in the past, it seems to me that it is to the advantage of the bookseller to push this book to the limit in order to get a good turn-over and a good margin of profit.

In recent years it has become more difficult to get as big an advance sale for any

given well-known author as it was four or five years ago. Much of this has been due to the preaching for more frequent turn-overs, and also due to the numerous books published by some houses with the hope that there may be a "Main Street" among them. Notwithstanding that the number of books published in the past few years is not as great as that of ten or fifteen years ago, there are still more books published than can be properly assimilated, unless the publishers do something for some of their books other than offer up a fond prayer that they may sell.

While it is up to the buyer to sell what he buys, it is impossible to sell everything clean and not get an overstock on something. Many times a buyer is so fearful of getting an overstock, that he does not buy as much as he should. Of course it is bad business to buy discounts, and it is just as unwise to lose the discount a bigger quantity would give, if one can sell it.

To merchandise one's stock is as necessary to a publisher as it is to a retailer, and to gage the sale of a book is one of the most difficult things in the business. Naturally, a publisher does not want to be out of a title that is selling, and on the other hand he has a horror of overstocks that have to be sold at "remainder" prices, frequently for less than the cost of manufacture. In our case, after we plan the advance sales of a book, we decide on the number we will print, regardless of how the orders come in, because the larger the edition printed, the cheaper it is, and it is not nearly so risky as to print future editions, which one would have to do to be continually playing safe. The result is that thru planning sales and advertising long before the book is sold to the trade, we have had no overstocks to sell as jobs except in two instances, which were rather unique in their way. Frequently one edition will last an entire year, but the economies we save by having one edition, rather than two or more, make up for the risk of guessing right on the extra editions together with their higher cost of manufacture.

Buying in small quantities and reordering frequently make it difficult for the publisher to gage his edition, no matter how confident he may be of the book; besides,

very frequently a dealer will not get his proper sale buying in this way. It frequently happens that if a dealer buys 100 copies of a new book, he will sell them in 90 days or less, whereas if his initial quantity was 25 copies and he reordered from time to time, as he might require them, his sale would only be 60 or 70 copies in the same period. This is because so many wait until they are either out or almost out of stock before reordering. If a dealer is at some little distance from the market, it is entirely possible and probable that he will be entirely out of stock for several days before his new stock arrives. The result is that he will lose about 7c. a copy on discount and not get the sale that he should get, and the publisher will sell fewer books.

The average publisher does not begin to show the profit on a year's business to which he is entitled. This is due primarily to the number of books published without a definite plan, and the investment each one entails, and the lack of merchandising, to use a much abused word. Most pub-

lishers have too much money tied up in inventory compared with the volume of business they do.

It would not be tolerated in any other line of business, and when one considers this happens in some instances in which a book is accepted because the publishers do not care to offend the author—possibly—and have him go to another publisher, or because out of a given number of publications there is bound to be a certain percentage that will be successful. As far as the authors are concerned, I have found them with few exceptions, open to reason and no more anxious for a poor book to appear than the publisher. Exceptions but prove the rule and every publisher has his exceptions.

Of course discrimination must be used by bookseller and publisher alike. Every book cannot sell 100,000, but the average sale can be increased from the usual pitifully small quantity to at least double the quantity, which would result in an increased profit to bookseller and publisher alike.

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In a picture marked "before" you will see our traveler at his home office full of enthusiasm for "one of the finest lines ever taken out to the trade," and keen over the wonderful possibilities for large reorder sales on fall books which will "carry over into the spring" and become "permanent items on the publisher's list." His feelings, as you can see reflected in his face, are kindly toward all as he steps out to play

the game as a representative of the house and as he plans his trip which he thinks will be of help both to his own house and to the book-trade.

The picture marked "after" we can assure you is really the same gentleman altho you would not recognize him. For two months he has been out on the road, and now in his broken rest on the sleeper he mumbles over the replies he has come to know so well: "I am not going to buy over twenty-five copies of any fiction this year no matter what the book is because so many books are being brought out." "Those three books I can't buy because short stories don't sell." "I will take one of each of those four books but none of the others." "If I get any orders I can send them in." "The people in our town are not book buyers and don't buy books of that sort." "A reorder on A's novel? No, I have one copy here somewhere. Yes, it is being

asked for more frequently than any book we have here but I can't afford to stock this because people will buy it and then I won't sell this other fiction I have on my tables." "You may not think my order very large, and, of course, I would like to place a larger order for you personally but you don't realize how many foreigners we have in our city."

And now we might listen to Mr. Buyer's disturbed slumber the same night as he tosses from side to side after a day of listening to eight travelers in addition to selling the more important customers, doing part of the bookkeeping and drawing checks for local charity drives, all of which he must support because he is in business on Main Street: "Now Mr. Blank, five copies of that novel is a perfectly absurd order. Just look at this advertisement we are going to put in the *New York Times*. The author had a cousin who once lived in this town and you certainly want to have copies to meet this demand. Five copies wouldn't even make a counter display. See this fine poster we will furnish you, and here's a four color post-card which we will imprint for you and all you have to do is the addressing and pay the postage. These other three novels are by authors you know. Yes, I know their other books haven't done so much but these are positively the best books these men have ever done, and our house believes in the future of these men and we ask your support in giving them a chance. On these two books I have been counting on hundred lots from you. Five? Why, this is one of the leaders of our spring fiction! You won't be able to take care of your first day's orders on such a number. All right, we will make it ten but you will watch it, won't you?"

This is more or less of a burlesque—mostly more. Back of it there is possibly an idea—In fact it suggests several ideas, but the editor has asked for emphasis only on the topic, "Before the Traveler Goes," touching on the responsibility of the publisher for preparation, the time taken for preparation and some conception of the traveler's responsibility.

With most publishers there is today a feeling that the traveler should go out not so much to get additional quantities on orders as to represent the publisher and to

be of assistance to the trade making for a better understanding and to carry sales helps in the broadest sense.

As one of the best sales managers in New York has said, "the best traveler is one who at all times realizes that he is a representative of the house and who goes out to sell ideas and not books." The sale of books of a particular publisher's line will follow the sale of an idea if the idea is good and if the publisher's line is good.

Conditions have been changing in the past few years. More and more book-sellers are alive to sales opportunities and are looking for ideas. The publisher realizes that if the store does not sell books in general he is not going to sell his particular books. The publisher realizes that if the book-store can increase its business 25 per cent thru new sales ideas and if he keeps up the standard of his publications, he is going to get his share of this increase. The efforts made to increase an order from 25 to 50 copies does not necessarily mean the ultimate sale of more books nor does it necessarily help either the store or the publisher. The passing along to one store of a sales idea which has been found successful in the previous town may result in an initial order of twenty-five of the book in question but reorders may bring the total to one hundred because of the sales idea.

With few exceptions, retailers, travelers and publishers are together working toward a better understanding. Publishers are preparing their travelers better than ever before and devoting much more time and expense to this preparation. The personnel of the traveling fraternity has never been at as high a point as it is today and, knowing other lines, I think it is safe to say that few lines in the country are as intelligently represented as is the publishing business. The number of book outlets is growing tremendously, and the attitude of the store towards the publisher is a much more wholesome one than ever before. The store is realizing increasingly that the publisher and the retailer are interdependent and that the time spent with the traveler is profitably invested.

In spite of all that the publisher and traveler do, many questions will be asked which the traveler cannot answer. The

traveler is often blamed for this and once in a great while rightly. The average question, however, which he cannot answer would meet with a similar fate if it were put up to the average editor in the publishing house. The traveler spends several months of the year on the road. He has to have some vacation in spite of the idea which some have that traveling in itself is a vacation. At the home office there is a certain amount of accumulated correspondence which requires his attention and certain routine work in getting his material together, checking up his accounts, packing his trunk, etc. In the time that is left, the traveler really does much in preparing to meet the trade. He reads as many of the books in proof as are ready and as he has time for, usually ten or fifteen. With the others he usually goes carefully over the table of contents, the preface and a chapter or so. We can hardly expect him to read every word of "The Embryology of the Honey Bee" and if he did perhaps he wouldn't understand it—but then, does the buyer?

Most houses prepare for the travelers rather complete Selling Points, some of them running to many typewritten pages, giving every bit of information which can be gathered together with respect to the author and book. In addition to this there is the regular semi-annual list of publications which is the salesman's textbook. Every house has at least one conference of all salesmen. Some houses extend this to several conferences and some devote as much as a week to sales meetings. There is room left for a great improvement in the preparation of the travelers but each year conditions have been greatly improved and every one is working toward this end.

There are two things which we must pay particular attention to: First, we must all realize that the publisher and bookseller are mutually dependent. The traveler is helping the bookseller as much as the bookseller is helping the publisher—or at least he can and should. Few publishers are as concerned with quantities as they are with representative initial orders, with frequent reorders as the response to a book is seen. However, if the traveler comes in to help and only asks a reasonable representation then it must be realized that, in all fairness

and as a matter of good business, the store must be alert to following up each and every lead which shows that there is greater life in any particular book. A long and steady sale on more books is more to the advantage of both retailer and publisher than a short life even if it be a merry one.

In the second place, provided all will agree to this hypothesis that bookseller and publisher are interdependent and can be mutually helpful, retailers will see that it will help them if they conserve as far as practicable the traveler's time and expense. A cooperation between buyer and traveler can facilitate the work for both. At all times the buyer must realize that he is dealing with a representative of a publishing house who is there to help him and that he is not dealing with a salesman who is trying to overload him with books of which he cannot dispose.

In conclusion, when the average traveler comes into the book-store, isn't he pretty cheerful, showing every desire to be helpful? For this sort, which is the usual sort, we must ask on the part of the trade the same effort which the traveler himself is making. The difference between the "before and after" pictures with which this story was started is less noticeable than it was a while ago, and we ask your cooperation in putting a smile on the picture at the right so that there will be no question of "What's Wrong with this Picture?"

Mid-Winter Book Meetings

FEBRUARY and March bring the high points of interest in book-trade meetings:

Wednesday, February 18th, the Annual Ladies' Night of the New York Booksellers' League at the Hotel Brevoort, with Dahn Gopal Mukerji and others.

Thursday, February 19th, Scribner night at The Booksellers' Association of Philadelphia, Franklin Inn Club, with Mulholland, the magician, and other features.

Thursday, February 19th, Opening of the Bookselling Course at the College of the City of New York, Lexington Ave., and 23d St., at 6:45.

Thursday, March 5th, Annual Banquet of the Women's National Book Association at the Hotel McAlpin, with A. Hamilton Gibbs, Edward O'Brien and others.

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

February 14, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Optimism—A Trade Asset

“ONE of the important qualifications for a bookstore buyer is pessimism,” once wrote a practitioner of the art, “a pessimism of sufficient intensity to meet the over-buoyant optimism of the publishers’ representatives and to tone it down to a working basis.”

But suppose the traveler came loaded with a pessimism of his own about trade in general and his own line in particular, would the bookstore buyer be any better pleased? Has not the optimism of the traveler tided the retailer over many blue Mondays and brought to the manager’s desk workable optimism as well as air bubbles.

If what is feared by the buyer is that he will be carried away by buoyant optimism into a flood of over-buying, is not the antidote not a smoke screen of pessimism, but a more thoro collection of facts as to his own outlets and past performances with similar books? A bookstore buyer with accurate records has all the antidote he needs to threatened over-buying, and with that sort of check at his elbow he can greet the visitors from the East with as hearty a welcome as good trade friendship demands.

Many of the best travelers in the book field have had retail experience and know the problems of the retail buyer, but not so many retailers have even had the traveler’s experience. But if they have not had the actual traveler’s life, they can at least

put themselves in imagination into the place of the traveler and by doing so will better judge of the value of the traveler’s optimism and better temper their reception.

Books That Lead Astray

ANOTHER well-worn theory seems likely to be damaged by the news stories that have gone out in connection with the capture of Gerald Chapman, the most desperate of American criminals since Jesse James. In studying his personality, the reporter did not neglect to inquire into his reading, and the report has it that he used to read himself to sleep with the “Oxford Book of English Verse.” Just what deduction we are to make from this is not asserted. He would have been running more true to form if he had selected his reading from some more desperate literature than an anthology of poetry.

The Bookselling Course

ON Thursday of next week, the second year of the New York bookselling course will be begun, at the College of the City of New York, at Lexington Ave. and Twenty-third St., and it is to be hoped that the same large attendance as last year will be brought out.

Step by step the book-trade must be provided with increased facilities for training and study, in order that the bookshops of the country may adequately measure up to the new responsibilities being put upon them by the public. Each year should see new developments in this field until the pioneer steps, such as Miss Graham’s course in Philadelphia or this series in New York, shall be looked back upon as the beginnings of a great movement.

The International Correspondence School has become interested and is preparing a course on bookselling. Other centers, such as Chicago and Boston, should be in the field with courses, made possible by the intensive book activity of their areas. Gradually, even more specialized education will be possible, and, with each passing year, the book salesmen will be able to give the public more and more intelligent and adequate book service.

Pleads for Dry Convention

IN the Bulletin of the American Booksellers' Association, President McKee prints a letter which he had recently received, calling attention to the fact that the last Convention had been marred because "there are certain men who seem to think that it is a brilliant thing to bring liquors to the dinner. Some of these folks were quite in evidence at the New York dinner, and their conduct was a reflection on the American Booksellers' Association. I believe that the Chicago committee could make it perfectly plain in all their announcements that such practices would not be tolerated."

Mr. McKee has undoubtedly printed this with some understanding that this subject is in many people's minds. Chicago, along with its reputation as a great business center, has a reputation second only to New York's for being in easy touch with the sources of liquor supply. It has been current comment in the trade that there are plenty of Chicago visitors who are familiar enough with the city to know these points of contact. Whether these people will have proper respect for the Convention and for the point of view of the average delegate, remains to be seen, but there is no doubt that the prestige of these Conventions might be seriously marred this year by a lack of consideration and good sense in this matter. President McKee is right in making this point early, and the local committee should reiterate it.

Getting Salesmen to Read More

"WHILE it is true," says an editorial in *Printers' Ink*, "that everybody has at least 720 minutes each day to use in work, sleep and relaxation, the salesman has more time to invest than almost any other man. The time he travels to get to his prospect and the time he spends waiting to see him can and should be invested. Many sales managers are insisting on their men doing more reading in their now unproductive time. As the sales manager for a hosiery company says: 'I want my men to do more reading in 1925. They should be able to find time to read at least two good business publications regularly and

one good book a month. The books should be the ones which have lasted for a while. There are hundreds of good books which will inspire a man, make his conversation more interesting, develop his personality and give him the finest sort of a background for selling. I believe a habit of regular reading is the most valuable single habit a salesman can form.'

"This may be a strong statement on the value of reading but there are many presidents of companies who give to the habit of reading and remembering what they read, most of the credit for their rise from humble beginnings.

"The president of a big chain store organization is so impressed with the value of reading in the development of his sales force that he maintains a carefully selected library for its use and during the year offers a substantial prize for the best letter showing how a book or magazine article has helped the individual.

"The man who does more reading will have a greater number of ideas and a more interesting personality at the end of the year. The sales manager who induces his men to do more reading is thus helping to turn unproductive time into valuable assets for his firm."

Books as Easter Gifts

WITH Valentine Day behind him, the bookseller may well turn to the field of books as Easter gifts. The Board of Trade of the American Booksellers' Association, at its January meeting, passed a resolution which directed its secretary to express to the publishers the hope that, in their book advertising during the Lenten season, they would do all they could to emphasize the place of books as Easter gifts, with perhaps some such slogan as "Buy Books as Easter Gifts." Easter comes this year on the 12th of April. There is still plenty of time to build up a promotion scheme for books for the Lenten and Easter seasons which will be effective because of its cumulative effect.

Booksellers have always found advantage in a late Easter, especially in the northern half of the country. Easter decorations seem more appropriate with real spring in the air, and the expansive mood of Easter giving comes with sunshine.

Eliminating Waste in Sales Territories

New Pamphlet Issued by Department of Commerce

THE most recent bulletin of the Department of Commerce has just been received, showing by maps how salesmen and organizations may increase income thru proper planning of sales territories. "Thousands of dollars are unnecessarily spent each year in covering territory according to state boundaries instead of following lines of natural trade areas," says the pamphlet entitled "Planning Salesmen's Territories." Too many sales executives look upon the red line of a state or county boundary as a bunker which they do not dare to cross, thereby causing one of the most widespread wastes in our distribution machinery, the bulletin continues. If it costs from \$30 to \$50 per day to keep a good salesman on the road, says the pamphlet, it certainly pays to consider most carefully the way to utilize his time to the best advantage. A salesman waiting for train connections at a railroad junction, or doubling back on his track, or stopping just before reaching a good town to avoid crossing a state line, is not getting the best results for himself or the company. Yet this is what happens when territories are laid out with too little regard to transportation facilities and trade areas.

Full consideration must be given, the pamphlet points out, to the utilization of all the modern methods of communication. Actual examples are cited of the efficient use of automobiles to increase the salesman's ability to make contacts with his customers, but this is only desirable after the territory has been analyzed for the density of the market. Bus lines are playing an increasing part in our modern world, and sales managers should take these into consideration in planning efficient routes for salesmen.

Not only the success of the sales department is involved in the proper planning of sales territories, but the welfare and happiness of the salesman should also be taken into consideration. The bulletin points out that some companies take great

care to keep salesmen at work in territories where they may conveniently reach their homes. This also gives full play to the salesman's intimate knowledge of the territory in which he is living.

An analysis of the sales plans of a number of concerns has been made, showing that remarkable results have been achieved by careful and scientific methods of approach to the problem of properly routing salesmen. Numerous examples taken from actual practice have been cited to show how the country can be covered by salesmen who work their territories from some dominating city in which they live. A full consideration is given to the "star" salesman who is a high-salaried man and makes comparatively long jumps between the towns he is covering.

Methods of covering the markets, even as far away as Alaska, are given by the bulletin, which quotes the plans of houses which are covering that territory from Seattle at the present time. In addition to this, there is a comprehensive survey not only of the large but the smaller territories in the United States, with definite suggestions as to the most efficient routing of salesmen to cover them both from the angle of intensity and the class of commodity sold.

Julius Klein, the director, says in a foreword to the pamphlet: "One link in the chain of selling costs—planning of salesmen's territories—has in many cases been a member which weakens the entire structure of otherwise efficient and productive sales departments. The weakness of this one link is usually due to the lack of fair and equitable layout of sales territories."

The pamphlet, written by G. E. Bittner, of the Domestic Commerce Division, issued as Trade Information Bulletin No. 314, includes a set of six maps to show the wide variety of sales territory plans actually in use. It may be obtained by request to the Domestic Commerce Division, Department of Commerce, at Washington.

The Publisher's Traveler

What Is the Bookseller's Point of View?

PROBABLY no persons in the book-trade are placed more squarely between the devil and the deep sea than the publishers' travelers. They present a perfect target for harsh thoughts and, not seldom, words. The bookseller demands to know why they have sold him so many books; the publisher, why so few. But while the publisher's complaint tends to cease here, the bookseller's only begins. In fact, from occasional wails that arise, one might almost be led to believe that the bookseller's life would be perfectly happy if only there were no publishers' travelers to inveigle him into buying books. Yet let a traveler, during his spring or fall trip, fail to call on a bookstore, and immediately the air is filled with lightning that flashes Ajax-like from the neglected bookseller.

Apparently the publisher's traveler, however welcome or unwelcome, is a necessity. He is the only point of personal contact between the Siamese twins of the book-trade, the publisher and the bookseller. Yet there is too much smoke of dissatisfaction rising from the booksellers' camp for even the most optimistic person to believe that all is well. Last March, Marion E. Dodd, manager of the Hampshire Bookshop of Northampton, Mass., broke into the *Publishers' Weekly* with a sharp flash of fire condemning the present methods employed by publishers for the distribution of new books. A. A. Kroch, of Kroch's International Bookstore in Chicago, was more tolerant and fell back upon the "book buyer's sixth sense" as the only possible solution of the problem. "A Publisher"

presented a harrowing picture of the publishers' selling difficulties; but no one suggested a way out.

It is with the hope of discovering this "way out" that the *Publishers' Weekly* submits this set of specific questions to the

DO you remember last summer we had in the Publishers' Weekly a very interesting discussion about the virtues and failings of the publisher's traveler and his place in the present scheme of things in the book business?

The questionnaire on the next page grew out of that discussion; and we hope many booksellers who read these questions over, will take their fountain pens in hand and answer them for us.

Your answers to the questions will be the basis of an article which will be written for the Publishers' Weekly by the one who made the questionnaire.

booksellers, relating to the publisher's traveler; his good points, his weaknesses, but above all, his possibilities as the means of bringing bookseller and publisher into closer and more efficient harmony. Beside answering the questionnaire we hope that booksellers who are interested in general trade developments will send general suggestions. Under the impetus of the questions, the bookseller's mind may travel farther

along the road and produce the solutions of the problems for which both booksellers and publishers have been waiting.

There is, of course, no panacea. None was expected. But the answers and suggestions which come in response to the questionnaire will be sure to contain much food for analysis.

The *Publishers' Weekly* hopes that its subscribers will take this effort to analyze the relations between the traveler and the retailer seriously and will sit down with these questions in hand and write a letter to the *Publishers' Weekly*, which letters will be studied by the one who prepared the questions and will furnish the basis of comment and discussion in a later issue of the *Weekly*. Retailers who help on this will confer an obligation on the editors and will be doing something, we feel sure, that is for the benefit of the whole book-trade.

A Few Questions for Buyers and Booksellers

1. Do you want publishers' travelers to call on you?
2. Does the traveler's information prove of real assistance to you in deciding whether or not to purchase the book?
3. What do you want to know about a book before you purchase it?

On Fiction?	On Biography?
On Travel?	On Essays?
On Science?	On Poetry?
On Juveniles?	
4. Do you feel that you can rely on what the traveler says concerning a book? If not, why?
5. Would it be of advantage to you if the traveler knew as much concerning the book as the editors who have recommended its publication?
6. Do you like to have the traveler give you written synopses and sales material concerning books, to read over before ordering?
7. If so, do you like to have such material sent in advance of the traveler's visit?
8. Do you want to read or look thru books before you order?
9. Do you always examine the work of authors who have been best sellers to see whether their latest production has equal appeal?
10. What governs your order of a first novel by an unknown author?
11. How, in general, do you regulate the number of books you order in advance of publication thru the publishers' traveler?
12. To what extent does the personality of the traveler effect your book orders?
13. Does there arise any feeling of antagonism between you and the traveler? If so, why?
14. Do you buy single copies of books which you are not sure will sell? If so, why?
15. What service or information would you like to have from the traveler to aid you both in buying and selling that at present you do not receive?

16. Do you ever have the traveler talk to your salesmen regarding a book which you have purchased and which they must sell?
17. Do you ever suggest to the traveler books you would like to see published, and which you believe his House would be especially fitted to publish?
18. Do you ever take up with the traveler the matter of practical advertising co-operation between the publisher and your bookstore? If so, along what lines?
19. What, briefly, is your idea of the ideal publisher's traveler?



A GROUP OF BUYERS

DOUBLEDAY, PAGE BOOK SHOP COMPANY PERSONNEL

First Row: left to right, Samuel A. Everitt, Treasurer; Bennett Schneider, Newark manager; Mrs. E. Klein, Cleveland manager; Nancy Evans, 55 Liberty Street, N. Y. manager; Nelson Doubleday, Vice-President.

Second Row: left to right, Sarah B. Ball, 38 Wall Street, N. Y., manager; Mabel E. Jettinghoff, central office; Edith Beeson, central office; Ellen Ennis, Lord & Taylor Book Shop manager; Richard F. Fuller, managing director.

Third Row: left to right, Angelo Fagnano, central office; Thomas Burns, Pennsylvania Terminal Book Shop manager; Cedric R. Crowell, General Manager; Frank N. Doubleday, President; John J. Hessian, Assistant Treasurer; Guy Turner, St. Louis manager; Robert L. Conlin, Kansas City manager.

(Nevin J. Stevenson, Toledo manager, and Laura L. Thompson, Long Island Terminal Book Shop manager, absent)

Travelers Organize

A BROADENING spirit of fellowship is developing among the traveling representatives of the book publishers, a new sense of comradeship and need of interchange of information and suggestion. Each year, more and more young men enter into this field, traveling up and down the land for months at a time and thus serving as the bond between the author and publisher and the bookseller who must present the product to his community. As the market extends, the areas covered are broadening, and there becomes increased reason for friendly contact on the road, where exchange of information as to routes, dates, etc., can make the problem of covering extended territories much more easy and effective.

Seeing the need of such development, an informal committee of five, with August H. Gehrs of Harcourt, Brace & Company as chairman and Raymond L. Bond of Dodd, Mead & Company as secretary, has drawn up a full program for such an association, to be known as the "Associated Book Travelers." The other members of the organization committee were Leon B. Archer of Cosmopolitan Book Corporation, Edward J. Vass of Small, Maynard & Company, and Henry M. Snyder, whose office is at 2 West 45th St., who will act as treasurer.

The annual meeting will be held the latter part of December each year, but a preliminary meeting will be arranged for the latter part of April, when a great many men are in the city. Until the first annual meeting, the present group will take care of the affairs of the new organization.

The constitution and by-laws have been very carefully developed, so that full control of the organization will be in the hands of the men of the road, with complete opportunity for individual initiative in bringing new blood into the directorate at each election. Any man identified with the wholesale sales department of an American book publisher can be a member, these new memberships to be handled by a Membership Committee.

There will be four officers to hold office for one year and three members on the Board of Governors who will have three-year terms. The officers elected at the meeting of December 22nd will be inaugurated into office at the annual dinner held the following week, and their terms of office will begin in January. The vice president will serve as chairman of the Committee on Entertainment, such entertainments to include the annual banquet, paid for by funds of the association supplemented by such voluntary subscriptions as are needed.

The Membership Committee has power to make examination and inquiry respecting the character and qualifications of the member proposed, and a unanimous vote of this committee is necessary for election. If this vote is not unanimous, the application may be carried to the Board of Governors.

The dues of the association are placed very low, in order to encourage all to join—\$2 per year, and a first meeting will be held in April.

The insignia of the new organization appears at the top of this article.

Alice McAlister Skinner's Book Shop at Winnetka, Ill.

A BOOK SHOP has just been opened by Alice McAlister Skinner at Winnetka, Illinois. It is the only bookstore between Evanston and Waukegan, a distance of some thirty miles. A large show room formerly used as an automobile sales stall has been partitioned into a two-room store by a wall filled with shelves. The shelves are painted a pale gray as is the whole interior. The rest of the decorations are in pleasant harmony, broken here and there by a touch of color. A general stock of books is carried, in addition to the late fiction. Beside the selection of books, oil paintings, etchings, book plates, and stationery are sold. The shop has made a place for itself in the life of the community, and fulfills a long felt need in that section of Illinois.

The Author and The Publisher

A Series of Articles

I

IN a book published early in 1794, and written by that then very popular novelist, Charlotte Smith, we have found the following declaration, prominently printed on a page by itself:—

ADVERTISEMENT

"So long a period having elapsed since the *speedy* publication of 'The Wanderings of Warwick' in *two volumes* was announced, the publisher conceives he should be wanting in that respect which he owes to the public, were he now silently to publish the work in *one*, without stating in his own exculpation, that both the delay, and the promising it in two volumes, are imputable solely to the author—to whom he leaves the task of justifying her own conduct."

This is an interesting and, to modern eyes, a remarkable pronouncement. One hundred and thirty years ago a publisher could dare to incorporate in a new novel by one of his star novelists a formal denial of his own responsibility in a matter of book-making and book-issuing. He could venture to throw the blame—in print and in every copy of the book distributed—on this author, retiring from the buffer position between writer and public that is now so inescapable an element in the publisher's unhappy pilgrimage.

In fact, of course, so long ago as 1794 the publisher was not the independent functionary that he has now become. Certainly he often paid the manufacture of a book and paid the author too (in the case of Charlotte Smith we know he did), but he was not so firmly placed in the book-producing hierarchy as to be unable at will to throw off the responsibilities of office and let his authors meet in person the penalties of their artistic temperament.

How are things changed! Picture Miss Charlotte Smith of 1924—an authoress with six novels to her credit, a literary agent, a friend or two in Fleet Street, horn spectacles and a Chelsea flat. A parcel

waits her on the breakfast table, and on the top of it a pile of letters. One, from a society photographer, asks for the favor of a sitting; one, from a Baptist Congregation in the Middle West, asks for signed copies of her works to help the faithful of North Wallaby to a harmonium; one is a card for the next month's meeting of a literary club, at which a lot of novelists will tell each other fibs about their sales. The parcel contains "author's copies" of her forthcoming work. She cuts the string, unwraps and, purring, takes a book in hand. The jacket?—oh, all right; one must have something of the kind. The binding?—quite a pretty blue, but the lettering is a little blurred. . . .

And then, after the title-page, she finds a paragraph—alone upon the page, in large type, irremovable.

PUBLISHERS' NOTE

"Messrs. Leadham and Loiter* desire to inform the reader of this story that not they, but Miss Charlotte Smith herself is to blame for the fact that a book of less than fifty thousand words is published at the high price of seven shillings and six pence net. They hope that Miss Charlotte Smith will make it convenient to explain to the public why, if she could not supply a book of normal length, she could not accept a smaller advance-payment than that earlier agreed upon. Messrs. Leadham and Loiter, having been compelled to pay Miss Charlotte Smith a good deal more for her short-measured book than it is ever likely to earn, had no option but to issue it at full novel price."

Picture the turmoil! What telephonings to her trade-union secretary, and, in the streets about the Strand, what anxious agent-faces! What curling lips among the buyers at the libraries, who are invited to increase their orders for this latest work!

Poor Leadham and poor Loiter—glorious, but pitiful. They will see first Miss

Charlotte Smith, and then this author and then that, pick up indignant skirts, and walk away to where best sellers have red carpets spread, and where a publisher will take the blame, the risk, the mockery and the loss for all and every of their charming vagaries.

A tale, then, that was the truth in 1794 becomes today the merest phantasy. What is the reason of the change? Are publishers today but pigmies beside the giants of long ago? If so, it is strange that their position and activity should have grown stronger and more ceaseless now than it was. Are authors terrible and powerful where once they were contemptible and weak? It needs some casuistry to read weakness into the views of Swinburne on his publishers, into the publishing history of Sir Walter Scott. Perhaps the world is better than it was, and business-partners more polite and self-advancement less desired? In this matter also we must confess to scepticism.

The truth is that the whole modern relation of author and publisher is too complex for summary in a phrase. Because the matter is one of more general interest than many of those connected with the trade of book-making, we have the fancy to explore it. Our survey must include such themes as these:—

- (1) Types of publisher: the ogre, the enthusiast, the dear old muddler, the business man (and others);
- (2) Types of author: the genius, the fuss-budget, the seller who deserves success, the seller who does not (and others);
- (3) The literary agent;
- (4) The eternal triangle.

When the survey is complete, readers of every kind will have a guide to modern literary economics. The author will know how to approach publishers, or, if he prefers, how to avoid them; the publisher will learn what authors think about when they cannot go to sleep, and will, in consequence, himself contrive to keep awake; the book-buyer and book-borrower will have a glimpse of the struggles, hopes and schemes compressed between the covers of the volume lying so demurely by his side; booksellers will look along their shelves and, with new eyes, see every spotless wrapper as a cloak of Monna Vanna—a sober covering to an unsuspected battlefield. There will remain the literary agent. What of new knowledge will he gain from these illuminating articles? Little enough, alas; for from his keen unprejudiced perception are no secrets hid.



THE NEW SALESMANSHIP

"IS MR. BUSIMAN IN?"

"WHAT DO YOU WANT TO TALK TO HIM ABOUT?"

"GOLF AS A STARTER. I BELIEVE THAT IS CONSIDERED THE PROPER APPROACH."

Best Sellers in Fiction During the First Quarter of the Twentieth Century

By Irving Harlow Hart

Professor of Rural Education, Iowa State Teachers' College

THE classification of books and authors in the tables following has been made from the lists of best sellers published in *The Bookman* from 1900 to 1918 and in *Books of the Month* from 1919 to 1924. All percentages less than ten have been rejected. In other words, a book must have been mentioned by at least ten per cent of the booksellers reporting in any one month in order to have its score recorded.

If these lists of best sellers furnish with any degree of accuracy a standard of measurement, it would appear that the popularity of "Main Street" and of "If Winter Comes" have exceeded that of any other books published during this period. "If Winter Comes" appeared successively in the lists for twenty months, from August 1921 to March, 1923. Its score in the first months of its appearance in the lists gave no promise of pre-eminent popularity, but it continued to appear with increasing prominence until it obtained first place. No other book except "Pollyanna" had so long a run of popularity, but in the case of both these books the relatively low ranking received in a number of monthly lists accounts for the failure to receive a total score proportionate to the number of months they were included in the lists.

"Main Street," on the contrary, sprang into almost immediate popularity and maintained a relatively high rank thruout most of the sixteen months of its run. Except in the cases of Runkle's "Helmet of Navarre" and Streeter's "Dere Mable" no book by a comparatively unknown author attained first place in the first month of its appearance. On the other hand, the influence of the previous popularity of books by the same author is shown by the fact that Lewis's "Babbitt," Hutchinson's "This Freedom," and Zane Grey's "Wanderer of the Waste Land" and "Call of the Canyon" all ranked first in the months of their mention. Numerous other examples of the same occurrence might be cited.

Every year of the quarter century contributes its quota to the list of one hundred. Taken as a whole, this list may be accepted as inclusive of the books of highest popularity during the years from 1900 thru 1924. There are, doubtless, other books whose popularity, if absolutely accurate measurement were possible, may have been sufficient to justify inclusion, thereby displacing certain of those low in the list. It is not claimed that this summary does more than to present in ordered and organized form the data obtained from the booksellers' lists.

The One Hundred Books of Fiction Ranking Highest in the Lists of Best Sellers
Between 1900 and 1925

Rank	Author	Title	Year	Months	Score
1	Lewis	"Main Street"	1920-22	16	1000.4
2	Hutchinson	"If Winter Comes"	1921-23	20	992.4
3	Barclay	"Rosary"	1910-11	17	903.5
4	Hull	"Sheik"	1921-22	17	886.0
5	Churchill	"Inside of the Cup"	1913-14	16	881.5
6	Wells	"Mr. Britling Sees It Through"	1916-17	14	851.0
7	Rice	"Mrs. Wiggs of the Cabbage Patch"	1902-03	17	781.6
8	Ferber	"So Big"	1924	10	708.7
9	Porter, E. H.	"Pollyanna"	1913-15	25	703.2

10	Blasco-Ibáñez	"Four Horsemen of the Apocalypse"	1919-20	15	679.6
11	Little	"Lady of the Decoration"	1907-08	17	676.3
12	Wister	"Virginian"	1902-03	10	651.2
13	Thompson	"Alice of Old Vincennes"	1900-01	11	645.4
14	Churchill	"Crisis"	1901-02	11	633.5
15	Canfield	"Brimming Cup"	1921-22	11	564.7
16	Wright	"When a Man's a Man"	1916-17	8	562.4
17	Johnston	"To Have and To Hold"	1900	9	561.4
18	Bachelor	"Eben Holden"	1900-01	11	558.6
19	Atherton	"Black Oxen"	1923	10	557.7
20	Wright	"Recreation of Brian Kent"	1919-20	11	556.5
21	Porter, G. S.	"Her Father's Daughter"	1921-22	9	543.1
22	Streeter	"Dere Mable"	1918-19	10	542.8
23	Parker	"Right of Way"	1901-02	8	538.6
24	Churchill	"Coniston"	1906-07	9	531.8
25	Wright	"Winning of Barbara Worth"	1911-12	10	531.3
26	Harrison	"Queed"	1911-12	13	530.9
27	Keable	"Simon Called Peter"	1922-23	16	520.9
28	Tarkington	"Seventeen"	1916-17	11	509.8
29	Wright	"Eyes of the World"	1914-15	8	508.9
30	Fox	"Little Shepherd of Kingdom Come"	1903-04	8	500.8
31	Porter, G. S.	"Harvester"	1911-12	15	499.0
32	Tarkington	"Turmoil"	1915	8	498.2
33	Burnett	"Shuttle"	1907-08	9	498.1
34	Parker	"Weavers"	1907-08	7	492.0
35	Grey	"Mysterious Rider"	1921	9	489.1
36	Hutchinson	"This Freedom"	1922-23	7	474.5
37	Fox	"Trail of the Lonesome Pine"	1908-09	8	473.2
38	Porter, G. S.	"Laddie"	1913-14	8	470.9
39	Thurston	"Masquerader"	1904-05	7	462.0
40	Abbott	"Molly-Make-Believe"	1910-11	11	459.2
41	Kester	"Prodigal Judge"	1911-12	11	459.0
42	Wharton	"House of Mirth"	1905-06	7	446.2
43	Rinehart	"Breaking Point"	1922-23	8	443.7
44	Porter, E. H.	"Just David"	1916-17	12	443.3
45	Grey	"Man of the Forest"	1920-21	10	441.6
46	Wright	"Helen of the Old House"	1921-22	9	440.3
47	Porter, G. S.	"Michael O'Halloran"	1915-16	7	433.2
48	Churchill	"Far Country"	1915-16	8	433.0
49	Smith	"Peter"	1908-09	8	427.7
50	Harrison	"V. V.'s Eyes"	1913	7	424.9
51	Kyne	"Pride of Palomar"	1921-22	8	416.7
52	Lewis	"Babbitt"	1922-23	7	415.2
53	Wiggin	"Rebecca of Sunnybrook Farm"	1903-04	11	409.1
54	Churchill	"Mr. Crewe's Career"	1908-09	7	409.0
55	Burnett	"T. Tembarom"	1913-14	10	408.8

56	Deland	"Iron Woman"	1911-12	7	395.8
57	Ward	"Lady Rose's Daughter"	1903	6	390.5
58	Churchill	"Modern Chronicle"	1910	6	378.0
59	Porter, G. S.	.. "Daughter of the Land"	1918-19	8	377.6
60	Farnol	"Broad Highway"	1911	10	377.2
61	Wright	"Mine With the Iron Door"	1923-24	9	377.0
62	Churchill	"Crossing"	1904	8	374.7
63	Curwood	"Flaming Forest"	1921-22	7	372.7
64	Rinehart	"Amazing Interlude"	1918	7	370.3
65	Porter, E. H.	.. Pollyanna Grows Up"	1915-16	11	370.2
66	Page	"Gordon Keith"	1903	7	369.7
67	Curwood	"Country Beyond"	1922-23	9	367.9
68	Nicholson	"Port of Missing Men"	1907	7	363.5
69	Nicholson	"House of a Thousand Candles"	1905-06	7	358.7
70	Parker	"Judgment House"	1913	6	357.7
71	Bachelor	"Light in the Clearing"	1917-18	11	355.5
72	Wharton	"Age of Innocence"	1920-21	9	353.6
73	Tarkington	.. "Conquest of Canaan"	1905-06	6	349.1
74	King	"Wild Olive"	1910	6	346.4
75	Bailey	"Dim Lantern"	1923	9	345.8
76	Arnim	"Enchanted April"	1923	8	345.5
77	Wright	"Their Yesterdays"	1912-13	7	344.7
78	Kyne	"Kindred of the Dust"	1920-21	8	344.5
79	Bachelor	"Man for the Ages"	1920-21	12	341.7
80	Beach	"Barrier"	1908	6	338.2
81	Michelson	 "In the Bishop's Carriage"	1904-05	10	331.9
82	King	"Inner Shrine"	1909	5	331.2
83	Hichens	"Garden of Allah"	1905-06	9	330.2
84	Cholmondeley	.. "Red Pottage"	1900	7	328.5
85	Caine	"Woman Thou Gavest Me"	1913-14	7	327.2
86	Rinehart	"K"	1915-16	6	325.7
87	Cather	"One of Ours"	1922-23	11	324.4
88	McCutcheon	.. "Beverly of Graustark"	1904-05	7	323.8
89	Glasgow	"Deliverance"	1904	7	321.1
90	King	"Street Called Straight"	1912	5	319.5
91	Rinehart	"Dangerous Days"	1919-20	7	319.3
92	Hough	"Mississippi Bubble"	1902	5	318.6
93	Fox	"Heart of the Hills"	1913	6	317.2
94	Chambers	"Fighting Chance"	1906-07	7	314.4
95	Marks	"Plastic Age"	1924	8	312.3
96	London	"Call of the Wild"	1903-04	8	310.0
97	Norris, F.	 "Pit"	1903	5	309.9
98	Rice	"Lovey Mary"	1903	5	309.2
99	Thurston	"Gambler"	1905-06	6	305.8
100	Oppenheim	 "Great Impersonation"	1920	8	304.5

One Hundred Favorites

IN connection with the publishing of the volume entitled "One Thousand Best Books," edited by Asa Don Dickinson, Doubleday, Page & Company have printed a hanger on heavy paper listing in large type the names of the hundred books which have appeared most frequently in the various published lists of best books from the time of Sir John Lubbock to the present day. The heading for the hanger is, "How Many of These Books Have You Read?" and at the bottom there is a double slogan, "Taste at the Public Library Then Buy at the Bookstore." The poster may be had from Doubleday at 25 cents a copy, and it should be useful to hang in bookstore windows or on the walls of the shop and serve to encourage the reading of the world's greatest literature.

McFadden in Anti-Censorship

A NEW organization calling itself "The National Council for the Protection of Literature and the Arts" has been formed in New York, with headquarters at 30 East Forty-Second Street, and, according to the plans announced, will endeavor to co-ordinate the interests of authors, artists and publishers of all kinds.

The president of the association is Douglas H. Cooke, head of the Leslie-Judge Company, and there is also in the group, Peter J. Brady, prominent labor leader in New York, Guy L. Harrington of the Macfadden Publications, Courtland Smith, secretary of the Motion Picture Producers and Distributors of America, and William A. de Ford of the Hearst interests.

Censorship Case Completed

THE prosecution of Thomas Seltzer for the publishing of three books, "Women in Love" by D. H. Lawrence, "Casanova's Homecoming" by Arthur Schnitzler and "A Young Girl's Diary," anonymous, first brought into the courts in July, 1923, has been settled by the withdrawing from circulation and the destruction of the plates for the latter two titles. John S. Sumner, secretary of the Society for the Suppression of Vice, has, following this result, withdrawn his suit, which was pending before Supreme Court Justice Tompkins.

Chicago Proceeds with Program Making

ANOTHER recognition of the increased importance of women in the bookselling field is evident from the appointment of Josephine Greene as chairman of the Program Committee for the Chicago Convention. This action was taken at the Convention Committee meeting on January 22nd, and Mrs. Greene held the first meeting of her Committee February 11th. She has the reputation of carrying thru effectively any work she undertakes, and the Association will give her full backing in this important task.

The Forty Best Motion Pictures of 1924

EACH year the National Board of Review prints a list of what it considers the best films of the year, a difficult and delicate selection to make but one that is worth attempting. A difference between books and films from the public's point of view immediately comes to mind in looking over such a list. If one has missed any of these forty best films, there is no sure chance that it may be shown nearby again. Yet the one who glances down the list of the forty best books of the year can go to the nearest bookshop and obtain any volume that interests him.

Of the list of forty films that have been selected, more than half are from material which made its reputation first in the book or play form. The seventeen which appeared first in book form are as follows:

"Bill" ("Crainquebille")
 "Captain Blood"
 "The Clean Heart"
 "Cytherea"
 "Dorothy Vernon of Haddon Hall"
 "Greed" ("McTeague")
 "The Iron Horse"
 "Janice Meredith"
 "Monsieur Beaucaire"
 "North of 36"
 "Peter Pan"
 "The Ridin' Kid from Powder River"
 "Romola"
 "The Sea Hawk"
 "Tess of the D'Urbervilles"
 "Wanderer of the Wasteland"
 "Yolanda"

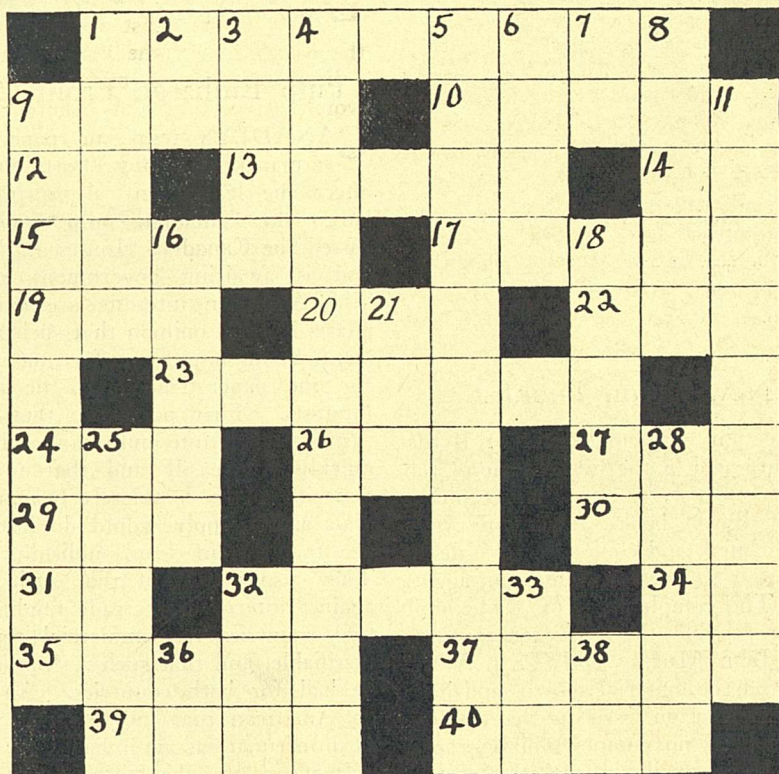
Crossword Puzzle Contest

Get Out Last Week's Issue. It's Not Too Late to Start

THIS is the second of three Cross Word Puzzles which will appear in successive issues of the *Publishers' Weekly*. The puzzles were constructed by J. A. Margolies of Brentano's, New York, and will all appeal to those who are interested in books. We will give prizes of \$25, \$15, and \$10 to the three persons who send in the correct answers to the *Publishers' Weekly* with the best article of a thousand words on "Book Epidemics—Why They Come and Go," that is, we want to know why everyone who bought Coué last

year is buying Cross Word Puzzles this year. Contributions to be considered must be postmarked on or before March 9. Employees of the R. R. Bowker Company are debarred from this contest.

The printer has tried to make this contest much more difficult. Last week he insisted on spelling goddess in 28 vertical with one d; foiled in that he put in two goddesses and left out 38 vertical all together. It should have been East Indies (Abbr.). We've explained that this is not fair, and trust he is apologetic.



PUZZLE No. 2.

HORIZONTAL

1. The bookseller's complement.
9. Indian coin.
10. Epic poet of Ancient Greece.
12. Initials of author of a famous life of Christ.
13. What must be put in most sales talks.
14. Depart.
15. Period of time.
17. Unit of weight for gold.
19. Character in "Don Juan."
20. One.
22. First name of popular actress.
23. Sunshade.
24. National Guard of Pennsylvania. (Abbr.)

26. Initials of one of the oldest publishing houses.
27. Part of the title of a book by Joseph C. Lincoln.
29. A kind of humor.
30. Name of a book by James Oppenheim.
31. Greek prefix.
32. Recurring on the eighth day.
34. Group of soldiers. (Abbr.)
35. Character in Bernard Shaw's "Arms and the Man."
37. Teller of famous Negro dialect stories.
39. French for Christmas.
40. Organs of sight.

VERTICAL

1. A product derived by electrolytic reduction from uric acid.
2. Aloft.
3. Second to none.
4. No pep.
5. No library is complete without it.
6. A Zoroastrian sacrificial drink.
7. Initials of greatest American composer.
8. One of King Lear's daughters.
9. Job.
11. Babbitts.
16. Shaggy.
18. Annoys.
21. Head covering.
25. Moan.
28. A puzzle of pictures representing words.
32. Single.
33. Famous woman pianist.
36. Loved of Zeus.
38. Pronoun.

A New Byron Booklist

IN connection with an exhibit of Byron literature held by the First Edition Club in London this winter, a bibliographical catalog of Byron books and manuscripts has been printed, and copies are for sale by the *Publishers' Weekly*, as American agent, at \$10. The completeness of the exhibit was made possible thru the generous interest of John Murray and T. J. Wise, who supplied the material shown, and both supplied information used in the catalog. There has been no complete bibliography of Byron books available, and this should fill a real need. There are listed full details as to all first editions, including transcripts of the title-pages, sizes of pages, etc. The book has been printed at the Curwen Press in handsome quarto, and 500 copies have been printed for England and America.

English Books 1924

THE first yearly volume of Whitaker's "Cumulative Book List" covering the year 1924 is ready, a bound volume of 200 pages, printed in classification by subjects and indexed by author and title. Each entry gives the size of the book, number of pages and price in varying bindings. The classified method permits American dealers having special interest in certain subjects to make a careful study of what has come out during the year. In this respect it differs from the "English Catalog," which will be ready very shortly and the contents of which are arranged by author and title. An example of how this subject index can be used to the bookseller's advantage can be seen in such a subject as Oriental Books, of which there are two pages; or Art, covering four pages; or Music, Sports, etc.

Pulp Embargo From Canada

CANADIAN pulp and paper interests are making strong efforts to put into effect the legislation calling for an embargo on Canadian pulp wood, which passed the Canadian Houses of Parliament and is awaiting government enactment. The American interests are equally emphatic in their opinion that such a development would be very unfortunate not only for the paper trade but the publishing interests. They point out that mills for turning wood into pulp cannot be erected quickly and easily and that to shut off American mills completely from the Canadian wood supply would do lasting damage to the American publishing business. They also point out that such bulwarks against international trade might lead the two countries to commercial reprisals as justifiable, and that such a situation would be bad for both countries. An embargo on American coal into Canada would be as unfortunate as an embargo on Canadian pulp wood into the United States.

Described

"A hick town is one with a speed trap, a yellor brick gym, a Carnegie library, an' no sidewalks."

—Abe Martin, in *Indianapolis News*.

Charles M. Roe Dies Suddenly

CHARLES M. ROE, head of the religious literature department of George H. Doran Company and one of the best known bookmen of the country, died suddenly on February 6th while at Jackson, Miss. Mr. Roe had been in the best of health, and no report of illness had been received at the home office during his present trip. His regular route had brought him to Jackson, Miss., where after making a call at the Baptist Bookstore and lunching with the manager he packed up his books at the hotel where he was found by the porter in lasting sleep.

Mr. Roe was born in Rockton, Ill., on October 15, 1869, son of a Baptist minister, and began his long connection with publishing at the American Baptist Publication Society, Chicago, in 1891. He was branch manager of that business until 1906, when he became general manager of the Society's publishing business in the Philadelphia office. Five years later, in 1911, he joined Fleming H. Revell Company, still keeping his contact with religious book publishing and distribution. In January, 1914, he became general manager for the Standard Publishing Company of Cincinnati, where he developed very successfully its publishing business.

In 1918 Mr. Doran, who had known him since his first entrance into the business, invited him to become manager of his large department for religious literature, and, in handling the business of that department, all his life-long experience in planning religious books, printing, publishing and distributing them came into full play. To an extraordinary extent he was able to carry himself all the varied responsibilities of such a department, which at the time of his death was a publishing business in itself, with an issue of 150 to 200 books a year. The business was non-sectarian, and over it all Mr. Roe kept a detached and disinterested control, and, after the contracts had been made and the book planning done, he covered a large part of the most important territory himself with his fine selling enthusiasm. Few, if any, men in the American book-trade have ever had a more complete knowledge

of the special field of religious books and few have given it such unstinted devotion.

Mr. Roe leaves behind him a widow, Mary Kohlsaatt Roe, East Orange, N. J.; a son, Charles K. Roe, subscription manager for Doubleday, Page & Company; and two daughters, Elinor and Elizabeth. He was an active member of the Masonic Order, he was instrumental in securing the publication of a number of important Masonic books in close cooperation with the Masonic Service Association. He was also a member of the Loyal Legion and an active member of the Audubon Society of America.

Communication An Open Letter

New Zealand Retail Booksellers Ass'n
Wellington, New Zealand,
20th December, 1924.

Editor, *Publishers' Weekly*:

It is with pleasure I have to advise that our President, Mr. H. C. South, has arrived back in New Zealand safe and sound, feeling greatly benefited by the trip and by the experience gained overseas.

Mr. South, at the recent Annual Conference conducted under the auspices of the above Association, reported that while in America he was treated in a most hospitable manner by publishers and booksellers and given a wonderful time everywhere he went.

I was directed by the Conference to convey to the Publishers and Booksellers of America and to your good self the most sincere thanks and appreciation of the Booksellers of New Zealand for the many courtesies extended to our President, who speaks in glowing terms of the splendid treatment meted out to him.

You will, I am sure, realize that it is rather a large order to thank the publishers and booksellers individually who extended their hospitality to Mr. South and if you would be so good as to do so thru the columns of your paper, my Association would indeed be greatly indebted to you.

With best wishes from the New Zealand Booksellers.

FRANK ROSS, *Secretary*.

Communication

Canadian Convention

The Canadian Booksellers' and Stationers' Association

President's Office, 157 Bank St.,
Ottawa, February 3rd, 1925.

Editor, *Publishers' Weekly*:

Just to let the trade know we have decided that the Convention of the Canadian Booksellers' and Stationers' Association is to be held in Ottawa at the Chateau Laurier on June 9th, 10th, and 11th.

We will be glad to welcome any booksellers from our good neighbors to meet with us, and any officers of the Publishers' Association.

It will be an opportune time to visit our beautiful city at its best, and I am sure a welcome will wait all who may plan to visit their Canadian brothers in business.

Further announcement will be sent you regarding the nature of our program.

A. H. JARVIS,
President.

Periodical Notes

A NEW weekly, the *New Yorker*, designed to reflect metropolitan life "in wit, satire and fact" will appear early in February. Harold Ross, formerly editor of the *Stars and Stripes*, famous A. E. F. organ, later of the *American Legion Weekly* and *Judge*, will be editor-in-chief. The board of advisory editors consists of Alice Duer Miller, Dorothy Parker, Edna Ferber, Rea Irvin, Newman Levy, Alexander Woolcott and Ralph Barton.

Personal Notes

JOHN MACRAE, president of E. P. Dutton & Company and president of the National Association of Book Publishers, sailed for London last Saturday on his usual spring trip. The variety of legislative matters that is now pending and which touch upon the book business has placed the officers of the Publishers' Association under continued pressure for the last few weeks, and while Mr. Macrae is abroad J. W. Hiltman, president of D. Appleton & Company, and vice chairman of the Executive Committee of the Publishers' Association, will assume the responsibilities.

HARRY BURTON, manager of Messrs. Foster Brown Co., Limited, Montreal, for 12 years, has resigned his position and will enter business under his own name. The business will be known as Burton Limited, and will be located after March 1st at 597 St. Catherine St., W. Montreal.

Business Notes

BOULDER, COLO.—The Printed Page, Agnes F. Browne and Katherine A. Goodrich, proprietors, has opened a branch shop on University Hill.

CARBONDALE, PA.—Clarence T. Shaw has opened a shop at 57 S. Main Street.

CARLISLE, PA.—The Central Bookstore, West High St., formerly owned by John A. McGlain has been sold to Millard Landis.

CHICAGO, ILL.—Rudi Neubauer, formerly with the Paine Book Co., has opened a new bookshop and rental library in conjunction with R. E. Morgan. The firm name is Morgan & Neubauer, and will do business in Room 709, the Capitol Bldg., 159 N. State St.

CINCINNATI, O.—Rosenthal's Arcade Book Shop has filed a voluntary petition in bankruptcy.

KOKOMO, IND.—The Sanders Bookstore, 119 E. Walnut St., formerly owned by T. C. Sanders, has been sold to Kirk B. Sweet.

LAHORE, INDIA—Sir Ganga Ram Business Bureau and Library, Maclagan Road, invites catalogs and list of books (second hand or new) dealing with the subjects of trade, commerce, business, manufacturers, industries and cottage industries.

NEW YORK CITY—Dodge Publishing Co. has removed from 55 Fifth Avenue to 148-154 West 23rd Street.

NEW YORK CITY—Stephen Slesinger, bookseller, has moved to 2210 Broadway where he has taken a long lease.

SUFFOLK, VA.—The Lewis Bookstore, formerly owned by C. L. Lewis, has been sold to Andrew Tyree.

Spring Lines of the Publishers and Some of the Men Who Will Show Them

INFORMATION FOR THE TRADE AS TO THE TERRITORY COVERED BY THE TRAVELERS OF WHOM IT HAS BEEN POSSIBLE TO COLLECT DATA, WITH SHORT SKETCHES OF SOME OF THEM AND A BRIEF DESCRIPTION OF THE NEW PUBLICATIONS.

The Abingdon Press

Travelers:

RICHARD G. FARRELL (New York and vicinity, Atlantic Coast, part of New England).

AMOS L. BETTS (New England).

HAROLD J. NORTHCOTT (Chicago, Central West, Southwest and Northwest).

HARRY F. KEISER (Michigan, Ohio and Indiana).

MRS. BERT BETTS (California).

JOHN J. RITT (Kentucky, Tennessee, Alabama, Louisiana, Georgia and Mississippi).

J. J. BRAUER (Oregon, Washington and Idaho).

AMONG the important books on the Abingdon Press spring list are "The Political Awakening of the East" by George Mathew Dutcher, which discusses political progress in Egypt, India, China, Japan and the Philippines; "Out-of-Doors With Jesus" by Bishop William A. Quayle, sermons centering in the out-of-door associations and intimations of Jesus; "Life's Highest Loyalty" by James M. Campbell; "Current Week-Day Religious Education" by Philip Henry Lotz; "Outline Studies in Old Testament History" by Adele Tuttle McEntire; "Hebrew Life and Times" by Marion O. Hawthorne; "A Year of Primary Programs" by Lucy Stock Chapin; "Child Labor and the Social Conscience" by Davis Wasgatt Clark; and "Out Into Life" by Douglas Horton, an excellent book of helpful suggestions for young men.

D. Appleton & Co.

Travelers:

LEON WELKER (Southwest, South and part of the Middle West.)

B. F. CURRAN (Chicago, Kansas City, St. Louis, Indianapolis, Cincinnati and Detroit).



JOHN HOVENDON

President, Brotherhood of Commercial Travelers

The Brotherhood of Commercial Travelers honored itself in electing John Hovendon to the presidency this year. He was its founder and for forty years has acted as secretary. Neither his whiskers nor his genial disposition show any sign of age.

GEORGE H. QUACKENBUSH (Rochester, Buffalo, Cleveland, Pittsburgh, Louisville, Milwaukee, Madison, Eau Claire, Duluth, Minneapolis, St. Paul, DuBuque and the Pacific Coast).

WARD McCLELLAND (New England, New York State, Pennsylvania and the Middle West).

EMIL HEIKEL (Boston, Philadelphia and New York City).

F. A. CLINCH, Sales Manager (Canada).

THE Appleton spring list is headed by a new Edith Wharton novel, "The Mother's Recompense," a story of modern fashionable society, that Mrs. Wharton depicts so knowingly. Emerson Hough left a completed novel at the time of his death entitled "The Ship of Souls," a tale of the

Canadian wilderness, also to be published this spring. George Gibbs, another strong Appleton author, has two books this year, one a novel "The Love of Monsieur," the other a book of wisdom, "How to Stay Married." Laurence W. Meynell is a new author whose novel, "Mockbeggar," is being emphasized as unusually brilliant. Among the books by new novelists Appleton has Dorothy A. B. Terrell's "Last Year's Nest"; Rosamund Nugent's "Cobweb Palace"; Hugh M. Kahler and Donald G. Herring's "MacIvor's Folly." Laurie York Erskine has written "The Confidence Man," which with Natalie Sumner Lincoln's "The Missing Initial" should amuse devotees of the crook-detective-mystery novel. The fiction for men and boys this year includes titles by Ralph Henry Barbour, Fitzhugh Green and others. The Appleton general list contains such important titles as the biography of "Saint-Beuve" by Lewis Freeman Mott; David Starr Jordan's great work, "Fishes"; "Unknown Tribes—Uncharted Seas" by Lady Richmond Brown; a popular handbook entitled "Colds: Cause, Treatment, and Prevention" by Dr. Russell L. Cecil, and a volume of essays by Robert Lynd, "The Peal of the Bells." The dramatic section of the list has a number of new one-act plays in the 50 cent series, a new Shay anthology, plays by Zona Gale and Wilbur Daniel Steele and an important book on the drama by Barrett H. Clark, "Study of the Modern Drama."

The Atlantic Monthly Press, Inc.

Travelers:

- WALTER R. KOHR (New York City and the East, Chicago and Middle West, Text Books).
 LAWRENCE W. HOYT (New England and Middle West).
 HUGH S. ELLIOTT (Western Coast).
 WALTER I. LYNCH (South and the Middle West).

THE important feature of the spring Atlantic list is naturally enough the publication of the three fine adventure stories, that were among those submitted for the Charles Boardman Hawes Prize. The unanimous choice of the judges for the prize was "The Scarlet Cockerel" by Clifford M. Sublette, a sixteenth-century

tale of the French Huguenot colonists in the Carolinas. Among the manuscripts submitted in the contest, two were of such outstanding merit they were retained for publication, they are "Old Brig's Cargo" by Henry A. Pulsford and "The Clutch of the Corsican" by Alfred H. Bill. Among other Atlantic publications for the spring are "From Infancy to Childhood" by Richard M. Smith; "Kelsey's Rural Guide"; "The Soul's Sincere Desire" by Glenn Clark; "Bucolic Beatitudes" by Rusticus; "The 8:45 (Extracts from the Diary of John Skinner, a Commuter)" by Robert M. Gay, and "The Little Garden for Little Money" by Kate Brewster.

The Baker & Taylor Co.

Travelers:

- GEORGE F. RITTENHOUSE.
 WILLIAM S. McKEACHIE.
 RICHARD MENDEL.
 HARRY HASS.
 PETER BARTHELENGHI.
 LESTER EGAN.
 FELIX J. SHORT.
 FRANK JIRAK.

ALTHO the Baker & Taylor Co. has no general list of publications, it acts as selling agents for a number of prominent items. The most important of these being the very successful "Vogue's Book of Etiquette" prepared under the direction of the Condé Nast Co., publishers of *Vogue*, *Vanity Fair* and other publications. The company will have special facilities for welcoming out-of-town buyers in its new location at 55 Fifth Avenue.

Barse & Hopkins

Travelers:

- JOHN H. HOPKINS (New York City, New York Central towns, Toronto, Montreal, Toledo, Cleveland, Detroit, Chicago, Milwaukee, St. Paul, Minneapolis, St. Louis, Kansas City).
 WILLIAM J. BARSE (New York City and Philadelphia).
 WILLIAM HALDANE (The entire South, Pennsylvania, New York State except the Hudson River and New York Central towns).
 SILVANUS H. VOSS (The Pacific Coast and all principal cities from Denver west).

IRVING G. HOPKINS (New York City, Hudson River towns, New Jersey and New England States.)

HARLEY H. BRYANT (The Middle West and Ohio).

HORACE H. BARSE.

MICHAEL S. MILL.

PROMINENT among the new year's publications of the Barse & Hopkins Co. are: "The Linda Lane Series," two titles, by Josephine Lawrence; "Polly's Polly" by Dorothy Whitehill; "Elizabeth Ann and Doris" by Josephine Lawrence; "Camp Fire Boys' Canoe Cruise" by Olive Lee Clifton; "Yank Brown, Honor Man" by David Stone, and new titles by Clara Ingram Judson, Burt L. Standish, Ramy Allison White and Gilbert Patten. There are new editions of memory books; a loose-leaf "Graduation Book"; "Interior Decorating for Everybody" by Laura Thornborough; "Peggy's Prize Cruise" by Kate Dickinson Sweetser, and "Judith and Jane" by Eleanore M. Jewett. Two new books of fiction are scheduled for fall publication, "The Foreman of the Forty-Bar" by Frank C. Robertson and "The Return of Anthony Trent" by Wyndham Martyn.

The Bobbs-Merrill Co.

Travelers:

JAMES A. McCANN (New York, Boston and Philadelphia).

H. T. OLSEN (larger cities Middle West and Pacific Coast).

W. F. CODY (Middle West and South).

C. F. Rice (New York City, Eastern States and New England).

THE two leading spring books of the Bobbs-Merrill Co., both fiction and non-fiction, are centered about Abraham Lincoln. The novel is Irving Bacheller's "Father Abraham," to be published February 16th, and there is Dr. William E. Barton's "The Life of Abraham Lincoln." On the list are novels of many representative types starting with Alexander Black's "Stacey"; Franz Molnar's first novel published in English, "Prisoners"; "The Wife-Ship Woman" by Hugh Pendexter; a Western novel, "The Sage Hen" by F. R. Buckley; "Carnival Colors," by Maude Radford Warren; Earl Derr Biggers' mystery novel, "The House Without a

Key"; Arthur Stringer's railroad romance, "Power," and a play in blank verse entitled "There Came Two Women" by Herbert Quick. Non-fiction titles of interest are Paul Wilstach's "Along the Pyrenees"; "Making the Most of Your Genius" by Mary Austin; "The Man Nobody Knows" by Bruce Barton, and "Architecture and the Allied Arts" by Alfred M. Brooks.



MRS CHARLES BRADLEY

Market Square Book Shop, Providence

Mrs. Bradley with Miss Lustig opened her bookshop two years ago last October. It aimed to be "something different" and in this it has succeeded. The parlor floor of an old fashioned building gives the shop a "personal" atmosphere which is appreciated by many book buyers and book renters in Providence.

Albert & Charles Boni

Travelers:

PERCY A. LORING (New England, Northeastern Seaboard and Middle West; Headquarters, 27 Brahms St., Roslindale, Mass).

WALLACE WACHOB (Middle West, Pacific Coast, Texas and Louisiana; Headquarters, 165 Post St., San Francisco, Calif.).

PAUL HINRICHS (New York, Baltimore, Philadelphia and Washington; Headquarters, 39 West 8th St., New York City).

CHARLES BONI, JR. (New York City).

THE A. and C. Boni spring list has many items of literary interest. A notable example is the facsimile reissue of the famous magazine of the "nineties": "The Yellow Book," consisting of 13 volumes retailing at \$45.00. Among the fiction featured is "The Prince and the Princess" by Claude C. Washburn; "Trimblerrigg" by Laurence Housman, a deft satire on an English political giant said to be Lloyd George; a first novel "Schooling" by Paul Selver; a new book by Hugh De Selincourt, the author of the much discussed "One Little Boy" entitled "Young Mischief and the Perfect Pair"; and "Card Castle" by Alec Waugh. A book of great interest to the puzzle fan, cross word or otherwise, is "The Mental Agility Book."

Boni & Liveright

Travelers:

JULIAN MESSNER.

BENNETT A. CERF (Large cities of the East).

JAMES L. CROWDER (Chicago and the Middle West).

DESMOND FITZGERALD (Far West).

HENRY SNYDER (The Orient).

M. J. McLEAN (Canada).

JOHN S. CLAPP (New York).

DONALD S. FRIEDE (Middle Atlantic States and New York State).

GEORGE MOORE, Theodore Dreiser, Jules Romains, Hendrik Van Loon, Richard Le Gallienne, John Macy and Rose Macaulay, rather a distinguished array, are among the authors who have books announced in the spring Boni & Liveright catalog. They are represented by the following books, "The Anthology of Pure Poetry," Moore, a \$2.00 edition; "An American Tragedy, Dreiser; "Lucienne," Romains; "Wilbur the Hat," Van Loon; "The Le Gallienne Anthology of American Poetry"; "The Story of the World's Literature," Macy; and of course "Orphan Island," Macaulay. Other important titles are "Replenishing Jessica" by Maxwell Bodenheim; "Gold by Gold," Herbert S. Gorman; "Minnie Flynn," by Frances Marion; "The Grand Inquisitor," by Donald Douglas, and the following additions to the Modern Library: "The Child of Pleasure," by Gabriele D'An-

nunzio; "South Wind," by Norman Douglas; "Life of the Caterpillar," by Henri Fabre, and "Wuthering Heights," by Emile Brontë.

Brentano's

Travelers:

JOHN T. WITSIL (East).

EDWARD B. PARTRIDGE (Middle West).

FRANK A. COOMBS (West Pacific Coast).

"THE VIRGIN FLAME" by Ernest Pascal, the author of the successful "The Dark Swan" of last year heads the spring announcement of Brentano's. It is a story of a young musician and his fight against the golden lure of writing Jazz. A Saltus revival is in full force and Brentano is aiding this by reprinting his complete works, many of which have long been out of print. A second series of both "Great Sea Stories" and "Great Pirate Stories" has been compiled by Joseph Lewis French ready for the spring trade. S. P. B. Mais has a new novel "Perissa"; Samuel Spewack tells of a colorful personage of the theater in his "Presenting-Morris Gest"; and one of the most prominent of Jewish Rabbis, Stephen S. Wise presents his own story, in "My Thirty Years' Battle." Among other Brentano spring books are Philip Barry's play "The Youngest"; "The Problem of Atlantis" by Lewis Spense; several travel books; a new popular priced edition of "Leon Bakst, His Life and Art" by André Levinson, a beautifully illustrated volume; Brian Brown's new volume "The Wisdom of the Hebrews"; and a popular priced guidebook on Florida entitled "Going to Florida" by Frank M. Dunbaugh, Jr.

A. L. Burt Co.

Travelers:

E. F. BURT (New York City, Brooklyn and Newark).

JOHN M. BURT (New York City, Brooklyn and Long Island).

THEODORE A. JASPER (Chicago, Pittsburgh and large cities of the Middle West).

CHARLES B. STEELE (South and Pacific Coast).

JOHN C. VOSE (New England, Philadelphia, Baltimore and Washington).

CLARENCE E. JORDAN (West and North West except Pacific Coast).

HARRY WILDE HARRIS (Pennsylvania).

R. U. CARRUTHERS (South West).

JOHN R. HATFIELD (Ohio, Indiana, Illinois and West Virginia).

F. T. J. NUNAN (Territory covered by New York Central and Lake Shore Railroads and Upper Michigan).

JOHN T. ELLINGWOOD (Southern States east of L. & N. Railroad).

HENRY K. YOUNG (New Jersey and Northern New York other than the towns on the New York Central Railroad).

GEORGE J. MCLEOD, LTD. (Canadian Agents).

Century Co.

Travelers:

JOHN F. WINTERS (Eastern States).

JOHN A. BELL (Middle West).

F. W. OWEN (Pacific Coast).

THE CENTURY COMPANY offers for the spring a group of novels of fine possibilities beginning with Gilbert Frankau's latest, "Life and Erica." Mr. Frankau has long been a best selling novelist in England and with the publication of his "The Love Story of Aliette Brunton" established the foundation for the same popularity in this country. Then follows "Martha" by Percy Marks, the author of one of last year's best sellers, "The Plastic Age"; Marie Conway Oemler's "His Wife-in-Law"; "Jungle Born" by John Eyton, an animal story reminiscent of Kipling's "Jungle Books," and "O'Malley of Shanganagh" by Donn Byrne, in the same vein as "Messer Marco Polo." In the field of non-fiction are: "Beyond the Utmost Purple Rim" by E. Alexander Powell; a new book by Anne Bosworth Greene, the author of the charming "The Lone Winter," entitled "Summer on Dipper Hill"; and "The Lost Oases" by A. M. Hassanein Bey, a book about travel across the Libyan Desert.

Chelsea House

Travelers:

E. J. STEINLEIN (Large cities of the east and middle west north of Indianapolis).

H. S. ELLIOTT (Pacific Coast).

EARL F. LEDERER (South).

THREE strong adventure stories of a popular kind are scheduled for publication during February and March by the Chelsea House. The first of these is "The Boss of Eagle's Nest" by William West Winter, the story is laid in the south west desert country and will appeal to the reader who likes action. The second is "The Man of the Desert" by Robert J. Horton, and the third is a new novel by Reginald Wright Kauffman entitled "Share and Share Alike."



WILLIAM B. CORRIGAN

Representing Edward J. Clode, Inc.

William B. Corrigan, the sole traveling representative of Edward J. Clode, is a chip off the old block and is in training to parallel the good record of his popular "dad", Billy Corrigan of Doran's. His first year starts auspiciously on the high-road to success.

Edward J. Clode

Travelers:

W. B. CORRIGAN (Principal cities of the United States).

EDWARD J. CLODE is featuring this year three novels. "The Mummy Moves" by Mary Gaunt and "The Blue Talisman" by Fergus Hume, both detective stories of great interest. The other novel is one of Philip Gibbs' earlier tales entitled "The Individualist."

Wm. Collins Sons & Co., Ltd.

WM. COLLINS SONS & CO., LTD., 286 Fifth Ave., New York (London and Glasgow), Publishers, Bibles, Testaments, Collins Classics, Poets, etc., take pleasure in announcing the appointment of E. M. Leavens as sole selling agent in the United States for a term of years. D. Campbell will continue to look after the office affairs of the Company.

Congregational Publishing Society
(The Pilgrim Press)

Travelers:

HUGH S. ELLIOTT (Pacific Coast, South West).

R. W. KENDALL, W. A. Wilde Company (New England, New York, Pennsylvania, Canada, Virginia).

W. J. SANFORD, W. A. Wilde Company (Middle West and South).



MARY L. MURR

Representing Macfadden Publications

Mary L. Murr has traveled everywhere in the U. S. and Canada introducing with great success the Macfadden Physical Culture books. Often when she arranges for a Physical Culture Week in a town she waits over to manage details and arouse interest. She is an ardent physical culturist and certainly looks it.

Cosmopolitan Book Corporation

Travelers:

LEON B. ARCHER.

J. J. BELL.

H. C. KINSEY.

JAMES V. MALLOY.

COPP CLARK Co., LTD., Toronto (Sole Canadian agents).

HARRY M. SNYDER (The Orient).

FOUR books make up the important spring list of the Cosmopolitan Book Corporation; "The Skyrocket" by Adela Rogers St. Johns; "Ethan Quest" by Harry Herve; "The Sleeper of the Moonlit Ranges" by Edison Marshall; and "These Women" by William Johnston.

The Thomas Y. Crowell Co.

Travelers:

GEORGE R. HOBBY (New York City, Philadelphia, Chicago, Buffalo, Rochester, Detroit, and Pacific Coast).

FRANK C. DIXON (New England, New York State, Toronto, Montreal, Baltimore, Washington, St. Louis and the South).

ERNEST J. BUNCE (Pennsylvania, New Jersey, Middle States, St. Paul and Minneapolis).

THE important spring books of the T. Y. Crowell Co. are: "Famous American Statesmen: Washington to Wilson" by Sarah K. Bolton; "The Cactus" by Charles Chadwick, a detective novel; "The Amateur Photographer's Handbook" by A. Frederick Collins; "Simon Kenton The Scout" by Jane Corby; Nathan H. Dole's "Famous Composers: Palestrina to Puccini"; "Mr. Collin is Ruined" by Frank Heller; Orison Swett Marden's "Making Friends With Our Nerves" and "Public Ownership" by Carl D. Thompson.

Cupples & Leon Co.

Travelers:

M. F. GALLON (Large cities and New England).

C. W. WALLACE (Middle West and New York State).

GEORGE F. ROSS (Middle West, Pennsylvania and Ohio).

CHARLES S. STONE (South and South West).

H. M. CALDWELL (Pacific Coast).

WALTER T. LEON (New York City).

WALTER G. DEWITT (New York City).

IN addition to many new titles in its popular boys and girls series, an important new series for boys appears on the Cupples & Leon spring line. This new series is entitled "The Bob Dexter Mystery Series," and it features a new boy character who, it is hoped, will be as popular with the boys as Ruth Fielding is with the girls. A new Josephine Lawrence book "The Berry Patch" will also be published during the year.

Lincoln MacVeagh—The Dial Press

Travelers:

KANE CAMPBELL (West as far as St. St. Louis).

A. B. DAVIS (New York City).

WALLACE WACHOB (Western territory).

WITH 1925 The Dial Press begins its second season, with a spring announcement that in every way conforms to the high standard that was noticeable in its last year's publishing program. The new list contains a new novel by R. H. Mottram, the author whose novel "The Spanish Farm" won the 1924 Hawthornden Prize, it is entitled "Sixty-Four Ninety-Four"; a book of collected stories by Maxim Gorky, "The Story of a Novel and Other Stories"; "Moon Harvest" by Giuseppe Cautela, a romance of an Italian immigrant. Don Seitz, author of "Joseph Pulitzer," has a pirate book, "Under the Black Flag." Other important titles are, "Men Seen" by Paul Rosenfeld, a volume of essays; "Poetry from the Bible" edited by Lincoln MacVeagh; "Observations" by Marianne Moore, the winner of the 1924 Dial Award; the third volume of "Great Detective Stories" by Joseph Lewis French, and "Rogues and Diamonds" by Selwyn Jepson, a thrilling story of mystery and adventure.

Dodge Publishing Co.

Travelers:

W. E. O'KANE (Chicago and the larger towns, Pittsburgh to Omaha, Minneapolis to St. Louis).

W. J. SCHWARTZ (the South, New York State, Boston and New England towns).

W. P. GLENNEY (Pacific Coast, all important towns west of El Paso, Denver

and Butte, Pennsylvania and New York City).

LOUIS SOLOMON (Canada, smaller towns, Eastern states, including metropolitan district).



ALICE L. STEINLEIN

The Greenwood Book Shop, Wilmington

This is a portrait of the clever head of the Greenwood Book Shop described in THE PUBLISHERS' WEEKLY of last week. If you have not read it, hark back and absorb the thrilling story of its beginnings and its successful development.

Dodd, Mead & Co.

Travelers:

HOWARD C. LEWIS (Sales manager).

J. RUSSELL LEWIS (New York, Boston, Philadelphia, Chicago, and large Mid-western cities).

R. T. BOND (New England).

C. F. BENOIT (Pacific Coast).

GEORGE W. JONES, JR. (South and Middle West).

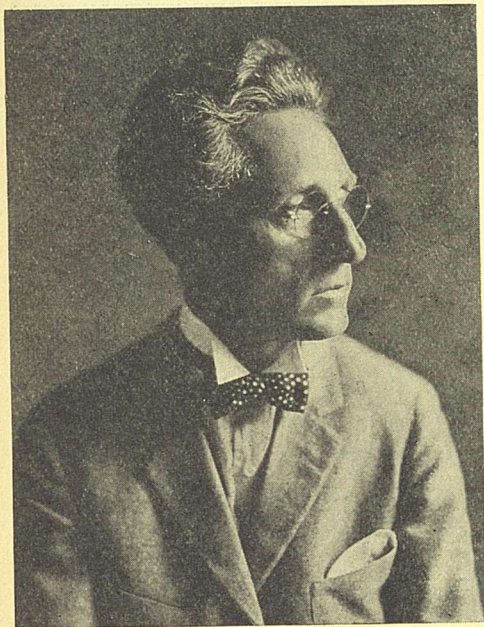
JAMES M. TERRELL (New York State, Pennsylvania and Midwestern cities).

SIDNEY H. BROWNE (New York City Territory).

HARRY M. SNYDER (Representative in the Orient).

DODD, MEAD present an unusually strong list this spring, featuring Helen R. Martin's "Challenged," a dramatic story of a Pennsylvania town; "Glorious Apollo," a romance by E. Barrington;

"Thieves' Honor," a sensational detective novel by Sinclair Gluck; "The Shadow Captain," by A. A. and E. B. Knipe, a tale of pirate days in Old New York; and "Spanish Sunlight" by Anthony Pryde. Frederick Palmer has written a love-story



SPENCER KELLOGG, JR.
Aries Bookshop, Buffalo

Spencer Kellogg, Jr. started the Aries Bookshop thru his love of books and a strong desire to be identified with the profession of selling them in his native town. His shop, in the very center of things, has attained a pronounced atmosphere of distinction.

entitled "Invisible Wounds" and L. Adams Beck has done another tale of the Far East, "The Way of Stars." The final volume of the works of Anatole France will be published under the title of "Prefaces and Introductory Essays"; Edwin Valentine Mitchell will be represented by a unique volume of interest to all travelers by sea; and Basanta K. Roy reveals the story of Kreisler's life and art.

M. A. Donohue & Co.

- Travelers:*
ANDREW HAMMING (New York City, Eastern States).
S. S. DIAMOND (Pennsylvania and Ohio).
A. COHN (New England).
J. M. MACLEAN (Canada).
E. F. BREWSTER (Middle West).

- J. McDRIER (South).
CARL K. WILSON (Pacific Coast).
George H. Doran Co.

- Travelers:*
J. W. CORRIGAN (New York, Boston and Philadelphia).
H. R. DRAKE (Chicago and Pacific Coast).
R. N. HAYS (Washington, Baltimore and larger cities of the Middle West).
E. H. ZIEGLER (New York and New England).
W. A. BRITTON (South and smaller cities of Middle West).

DORAN fiction announcements, both spring and fall, always seem to make very choice reading, and the new 1925 spring list is no exception. Here are merely a few of the high spots: A new Wodehouse, the man who wrote "Leave It to Psmith," entitled "Bill the Conqueror"; "The Reckless Age," by Philip Gibbs; of a more esoteric character is Osbert Sitwell's "Triple Fugue"; Somerset Maugham's "The Painted Veil"; a smartly titled new Arlen, "May Fair"; and Elinor Wylie's "The Venetian Glass Nephew." In addition, there will be books by Irvin S. Cobb, Albert Payson Terhune, Frank Packard, J. S. Fletcher, E. F. Benson, Cyril Hume and Conan Doyle. Non-fiction titles that look good are: "Open Confession," by Marie Corelli; "The Bright Island," by Arnold Bennett; "Everyman's 'Life of Jesus,'" by James Moffatt; a new book about international problems by Philip Gibbs, entitled "Ten Years After"; \$2.50 editions of the Lord Frederic Hamilton books; "Paris: Yesterday and Today," by Ralph Nevill, and Robert Cortes Holliday's "Literary Lanes and Other Byways."

Dorrance & Co.

- Travelers:*
FRANK A. COOMBS.
WILLIAM H. DORRANCE.

FIRST on the spring fiction list of Dorrance & Co. is "'49, a Novel of Gold," by George W. Cronyn, it is an historical novel of those gold-mad days of California. Other novels are "The Man Who Turned Mex" by Paul Bailey, and "The Door to the Moor" by Millie Bird Vandeburg. "A Modern Pilgrimage to Palestine," by

L. B. Pemberton, which leads from California to Cairo via European centers; and "My Heart in the Hills" by Charles Hansen, of camping in the Colorado mountains, are two notable non-fiction items. With them belong "God is Writing a Book," by Howard L. Waldo, M.D. "The Banquet and Other Poems" by Frances Fletcher, Vol. 18 in "Contemporary Poets," is the only book of verse accepted for spring publication in this series.

Doubleday, Page & Co.

Travelers:

- F. C. HENRY (Sales manager, trade dept.).
 J. J. SMITH (Chicago Office, Detroit, Cleveland, and Pittsburgh).
 W. P. GOUBEAUD (Large cities of Middle West).
 G. V. SEIFFERT (New York, Boston and Philadelphia).
 J. W. MCKAY (Pacific Coast).
 W. T. HOPKINS (New England).
 J. B. POST (New York City).
 J. B. STEERS (Washington, Baltimore, and the South).

ALTHO "Love" by Elizabeth," the author of "The Enchanted April," is not scheduled for publication until April, it is perhaps the most important fiction item on the Doubleday spring list. Spring always seems an appropriate time for a book by "Elizabeth," and it is said, the sales starting in the spring, shoot up way past the 60,000 copy mark. There are other fiction items of interest, some of which are, "Secret Gold" by Alice M. Williamson; "Afterwards" by Mrs. Belloc-Lowndes; a western tale by Clarence E. Mulford, "Cottonwood Gulch"; "Duc-dame" by John Cowper Powys. Ellen Glasgow, the Virginian novelist, has written "Barren Ground." Then there are two mystery-detective novels, "The Dream Detective" by Sax Rohmer and "Dr. S. O. S." by Lee Thayer; a new Rider Haggard, "Queen of the Dawn"; "Boxer and Beauty" by Alfred Ollivant; "Overheard" by Stacy Aumonier; "O. Henry Memorial Award Prize Stories of 1924" and "The Treasure" by Selma Lagerlöf. The non-fiction list includes among other things a new edition of "The Library of Poetry and Song"; "Seventy-Five Years of White House Gossip" by Edna M. Col-

man; "Jefferson and Monticello" by Paul Wiltach; "Dramatic Values" by C. E. Montague; "An Engineer's Note Book" by Wm. McFee; "Tales You Won't Believe" by Gene Stratton-Porter; new editions of Vallery-Radot's "The Life of Pasteur" and "The Greek View of Life" by G. Lowes Dickinson.



PAUL BRIOL

The Bookshelf, Cincinnati

Paul Briol conducts a bookshop of marked distinction, one with an atmosphere that appeals to the book lover who abhors the rush and crush of ordinary merchandising. It opened in May 1921 in an old-time home near the heart of the city, and two years later a removal was necessary to meet its growth in business.

Frederick J. Drake & Co.

Travelers:

- L. B. VAUGHAN.
 P. C. DONALDSON.
 S. W. DRAKE.

THE Drake spring books are: "Interior Wall Decoration" by Vanderwalker; "The Mixing of Colors and Paints" by Vanderwalker; "House Painting Methods, With the Brush and Spray Gun" by Vanderwalker, and "The Ross Crane Book of Home Furnishing and Decoration" by Ross Crane.

Duffield & Co.

Travelers:

- FRANCIS J. SLOANE (New England and Central West).
 WALLACE WACHOB (Pacific Coast).

THE following publications will be brought out by Duffield & Co. during the spring: "Hunting and Adventure in the Arctic" by Fridtjof Nansen; "The Splendid Road" by Vingie E. Roe; "Dulcarnon" by Henry Milner Rideout; "Princess Amelia" by Carola Oman; "Hunger of the Sea" by Ethel E. Mannin; "Andrea Thorne" by Sylvia Chatfield Bates; "Pickaninni" by Estelle Swearingen Murray; and "Pedlar's Ware" by Margaret Baker.

E. P. Dutton & Co.

Travelers:

JOHN MACRAE, Jr., Sales Manager.
EDWARD W. PORTER (large cities of the Middle West and Pacific Coast).
CHARLES G. GIFFIN (New York, Philadelphia and Boston).
MORTIMER DOUGLASS (South and New England).
ALFRED NICHOLSON.
THOMAS L. MORRIS.
JOHN D. MCGREW.

THE Dutton spring fiction list is headed by the new Sheila Kaye-Smith novel "The George and the Crown," the scene of which is laid in a little Sussex village. Then follow such books as "The Outcast" by Luigi Pirandello, "Cold Harbour" by Francis Brett Young, a volume of short stories by Blasco Ibáñez, "The Old Woman of the Movies"; "The Road to En-Dor" by Louis Joseph Vance; a collection of tales of imagination, "Tongues of Fire" by Algernon Blackwood; "Victory" by Leonie Aminoff; and "Lorenzo Magnifico" by Dane Coolidge. The long and varied list of non-fiction titles as announced, is "The Pilgrimage of Henry James" by Van Wyck Brooks, the author of "The Ordeal of Mark Twain"; Samuel Gompers' "Seventy Years of Life and Labor," "Little We Then Thought" by Mrs. David Wark Griffith, an account of the beginnings of the motion picture; "Poets of America" by Clement Wood; and Ferdinand Ossendowski's new book of magnificent adventure, "The Shadow of the Gloomy East."

Funk & Wagnalls Co.

Travelers:

G. H. BEEBE (Washington, Oregon, Idaho, Montana, Wyoming).

C. F. CAMPBELL (Minnesota, North and South Dakota).

FREDERICK A. CARLON (Eastern New York).

G. J. CORBETT (New England States).

L. D. CORBITT (Florida, Georgia, North Carolina, South Carolina).

A. J. CROWLEY (Western New York).

JOHN L. DAY (Eastern Ohio).

R. A. FETTERMAN (Eastern Pennsylvania).

W. S. GRANLEES (Western Pennsylvania, Delaware, Maryland, Washington, D. C.).

W. H. HITECHEW (Texas).

R. E. JENSEN (Western Pennsylvania).

PAUL W. KIDDER (Nebraska, Colorado).

FRED J. KRAEMER (Michigan).

H. H. LANSING (Western Ohio).

A. I. LEWIS (Indiana).

C. S. LONG (Oklahoma).

B. F. MARTIN (Illinois).

I. E. McLAREN (California, Nevada, Utah, Arizona, New Mexico).

H. E. PAFFORD (Virginia, West Virginia, Kentucky, Tennessee).

GEORGE E. PHILLIPS (Missouri).

L. H. SEAMAN (New Jersey).

S. E. SPENCER (Arkansas, Louisiana, Mississippi, Alabama).

C. E. WAUDBY (Iowa).

WILLIAM P. HALL (Greater New York).

J. M. WORLEY (Kansas).

DAVID J. O'CONNELL (N. Y. City and Middle Western Cities).

THE spring publications of Funk & Wagnalls Co. are "The Health-Care of the Baby" (Revision), Dr. Louis Fischer; "How to Live" (Revision), Irving Fisher, Ph.D. and Eugene Lyman Fisk, M.D.; "Reconstruction" by J. D. Whelpley; "The Complete Poultry Book" by W. Powell-Owen; "Raeburn" by T. C. F. Brotchie; "Constable" by Frank Rutter.

Saml. Gabriel Sons & Co.

Travelers:

J. SIDNEY ADAMS (East).

A. R. GABRIEL (Philadelphia, Baltimore and Washington).

B. A. GABRIEL (Middle West).

MICHAEL LYONS (Middle West).

CHARLES A. CONRATH (New York and Pennsylvania).

CHARLES S. STONE (South).

WILLIAM M. CALDWELL (Pacific Coast).

HENRY M. SNYDER (Hawaii and the Orient).

SAML. GABRIEL SONS & CO. are publishing this spring a revised "Buttercup Farm" book in the heavy linenette series; a new series of \$.25 line toy books in addition to the \$.50 line; the "Wonder-spex Animal Book"; "The Little Rabbit Who Would Not Eat" by Edna Groff Deihl; and "Sing With Mother Goose" by Elsie Jean.

Charles E. Graham & Co.

Travelers:

GEORGE J. MCLEOD, LTD. (Canada).

HARRY W. SULLY (Large Eastern Cities and Middle West).

ALAN H. GRAHAM (New York and Pennsylvania).

GEORGE B. METZGER (Pacific Coast and Western States).

C. PUGH (Southern States and New England).

J. L. ANDREWS, JR. (New York Office).

THE spring list of Charles E. Graham will contain a new "Uncle Wiggily" title, "The Second Adventures of Uncle Wiggily," a large illustrated edition of "Wynken, Blynken and Nod" and other child verses by Eugene Field, the "Rig-Ma-Role Pictureland," and "The Wide-awake Annual."

Greenberg, Publisher, Inc.

Travelers:

E. J. STEINLEIN (Larger cities of the East and Middle West and New England).

HUGH S. ELLIOTT (Pacific Coast).

EARL F. LEDERER (South and Middle West).

THE important spring books of Greenberg, Inc., are, "Stella Defiant" by Clare Sheridan; "Life of Thomas Hardy" by Ernest Brennecke, Jr.; "Life and Art" by Thomas Hardy; a book of short sketches on various subjects written between 1865 and 1923; "Guide to the Trees" by Professor Carlton C. Curtis; "Patriotism is Not Enough" by John Haynes Holmes; "The Meaning of

Dreams" by Robert Graves; "Leon Trotsky—The Portrait of A Youth" by Max Eastman; "The Book of Diversion" compiled by Franklin P. Adams (F. P. A.), Deems Taylor, and Jack Becholdt; and "The Busy Woman's Cook Book" by Mabelle Claire.

C. S. Hammond & Co.

Travelers:

GEORGE M. DAVIS (West and South).

ROBERT S. HAMMOND (Large cities East).

JOHN STRNAD (New York, New England).

HAROLD B. BUDD (Pennsylvania, Ohio).

THE Hammond line of atlases will be unusually complete this year. Two important additions will be Hammond's "Unabridged Atlas and Gazetteer of the World" and Hammond's "Compact Indexed Atlas of the World."

The "Unabridged Atlas" contains 444 pages, 288 of which are engraved maps printed in four to six colors.

The Compact Indexed Atlas is of convenient size, 4 x 6 inches, and contains 320 pages of colored maps and index matter.

Harcourt, Brace & Co.

Travelers:

AUGUST H. GEHRS (Salesmanager).

GEORGE W. AMIS (Boston, Philadelphia and larger cities Middle West and East).

J. DENNISON CHASE (Pacific Coast).

KENNETH MEEKER (South and smaller cities Middle West and East).

H. M. SNYDER (Far East).

HARCOURT, BRACE AND CO. announce six novels and two volumes of short stories in their list of spring publications. Sinclair Lewis's "Arrowsmith" will be their leader this spring, followed by "The Western Shore," by Clarkson Crane; "This Sorry Scheme," by Bruce Marshall; "Professor," by Stanley Johnson; "Initiation," by George Shively; "Mrs. Dalloway," by Virginia Woolf, author of "Jacob's Room"; short stories—"Inner Circle," by Ethel Colburn Mayne; "Young Mrs. Cruse," by Viola Meynell. This firm is publishing several important biographies, chiefly "Brigham Young," by

M. R. Werner, author of "Barnum," and "William Blake in This World," by Harold Bruce. Their list also includes three volumes of poetry; the third volume of Thomas Moulton's annual series, "Best Poems of 1924," "Selected Poems," by W. H. Davies, and "Once in a Blue Moon," by Marion Strobel. Virginia Woolf and Charles S. Brooks contribute volumes of essays, "The Common Reader" and "Like Summer's Cloud."

Harper & Bros.

Travelers:

WM. H. MOOK, JR. (Sales Manager).
ADAM W. BURGER (The large cities).
JAMES D. BLAKE (Kansas City and West).
CLAUDE H. GITTENS (Baltimore, Washington and Middle West).
JAMES C. MAHONEY (New England and South).
JOSEPH A. DUFFY, JR. (Middle West).
JOHN O'CONNELL (New York City).

"THE KENWORTHYS" by Margaret Wilson, whose "The Able McLaughlins" in 1923 won the Harper \$2,000 Prize and the Pulitzer Award for the best American novel of the year, is the important title on the Harper spring list. Other outstanding titles are "He Was A Man" by Rose Wilder Lane; "Mrs. Harter" by E. M. Delafeld; "Miracle" by Clarence Budington Kelland; "Wild Marriage" by B. H. Lehman; and "Destiny" by Rupert Hughes. Among the important non-fiction titles are "Twenty Years on Broadway; And the Years It Took to Get There" by George M. Cohan; "The Creative Spirit" by Rollo Walter Brown; "The Spirit of the Hive" by Dallas Lore Sharp; "Table Talk of G. B. S.," and the first two volumes of Woodrow Wilson's collected papers entitled "College and State."

Norman W. Henley Publishing Co.

Travelers:

F. A. COOMBS (Coast and West).
R. F. FENNO (East).
MCCLELLAND AND STEWART (Canada).

Henry Holt & Co.

Travelers:

STANLEY WALKER (Boston and Middle West).

RAYMOND POGGENBURG (New England and South Atlantic States).

BANKS UPSHAW (Southwest).

DESMOND FITZGERALD (Pacific Coast).

THE principal Holt novel for spring is "Annette and Sylvie" by Romain Rolland, translated by Ben Ray Redman. It will be followed in a few months by volume two, called "Summer." Other fiction leaders are Ralph Straus's "Married Alive," which will appear simultaneously in England and America; Mrs. C. Dawson Scott's "The Turn of a Day," and "Fingerprints," a detective story by Hunter Stinson.

Among general books are, "My Contemporaries" by Maximilian Harden, the widely known German author; a supplement to the "Home Book of Verse" by Burton E. Stevenson; a volume of verse by Stephen Vincent Benét; "Americana" by Milton Waldeman, associate editor with J. C. Squire of the London *Mercury*; "Stories of Old Ireland and Myself" by Sir William Orpen; "The Sporting Spirit," a compilation of the best stories on sport, and "Bond Salesmanship" by Wm. W. Townsend.

Children's books include a series of plays for children by Stark Young; a new edition of Champlin's *Cyclopedia*, called "Places and Events"; and two books of poetry embellished by Claud Lovat Fraser.

Houghton Mifflin Co.

Travelers:

FRANK BRUCE (New York, Philadelphia, Baltimore and Washington).
GEORGE H. GEER (Chicago and principal cities of the Middle West).
A. H. LEUSSLER (Pacific Coast).
THEODORE FREDENBURGH (South and Middle West).
JOSEPH V. CARROLL (New England).
JOHN H. CHIPMAN (East and Middle West).

THE Houghton Mifflin leader for the spring season will be "The Carolinian" by Rafael Sabatini, a new novel with an American setting and an American hero.

Other important novels on their list are "The Red Mass" by Valentine Williams; "The Moment of Beauty" by Samuel Merwin; "Temescal" by H. H. Knibbs;

"Obedience" by Michael Sadleir; "Paid In Full" by Ian Hay; "Franklin Winslow Kane" by Anne Douglas Sedgwick (a re-issue); "In Zanzibar" by Ralph D. Paine; "Tumbleberry and Chick" by W. J. Hopkins; "The Pirate of Pittsburgh" by H. E. O. Whitman; "Pearls of Desire" by Austin J. Small, and a collection of the "Best Stories of Sarah Orne Jewett," edited and with an introduction by Willa Cather.

In biography their list is unusually full, containing, among other items, Amy Lowell's long-awaited life of "John Keats"; Hilaire Belloc's "The Cruise of the Nona" (autobiographical sketches); W. L. Scaife's "Life of John A. Brashear"; "Edward Everett" by Paul Revere Frothingham; "John Viscount Morley" by General Morgan; a life of "Lord Minto" by John Buchan, and General Hunter Liggett's "In Command of American Armies."

B. W. Huebsch, Inc.

Travelers:

FREDERICK HOPE (East).
JOSEPH BLUMENTHAL (Middle West).
DESMOND FITZGERALD (West of Denver).

THE spring list of B. W. Huebsch is headed by the volume of selected contributions from *The Freeman*, 1920-1924, entitled, "The Freeman Book." Other titles are, a cross word puzzle novel by Vincent Fuller entitled "The Long Green Gaze"; "The Women's Garment Workers" by Louis Levine; "One Hundred Drawings" by Abraham Walkowitz, and "The Laxdaela Saga" by Thorstein Veblen.

Marshall Jones Co.

THE Marshall Jones Co. will publish this spring volume 7 of "The Mythology of All Races," "Armenian-African Mythology" by the late M. Ananikian and Alice Werner; in the "Our Debt to Greece and Rome" series, "Ancient and Modern Rome" by R. Lanciani; "William Austin, Creator of Peter Rugg" by Walter Austin; "Religion of Thirty Great Thinkers" by Albert Gehring; and "A Bridge-man of the Cross Ways" by Justin Jersford, Jr., a religious novel by a well-known man who hides his name.

Jordan Publishing Co.

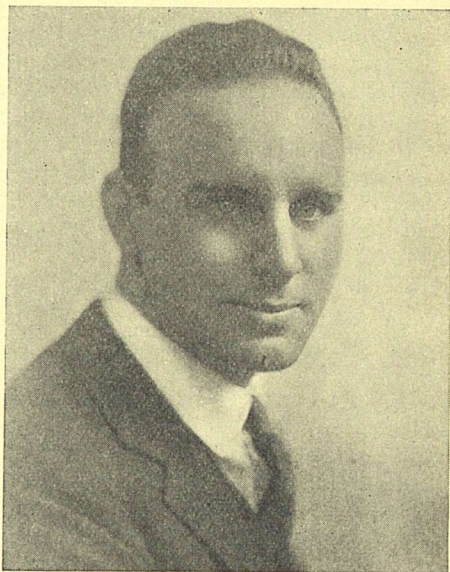
Traveler:

RUSSELL L. FURLONG, *Pres.*

Alfred A. Knopf, Inc.

Travelers:

JOHN J. MULLEN, Sales Manager
(Larger cities of the East and Middle West).
DESMOND FITZGERALD (Pacific Coast and the Far West including Denver).
WALTER P. TULLY (New York City and the Metropolitan District).
H. M. SNYDER (The Orient).
THE MACMILLAN CO. OF CANADA (Canada).



RAYMOND POGGENBURG
Representing Henry Holt & Co.

Raymond Poggenburg, who travels for Henry Holt & Co., started in the business of selling in the Doubleday-Page Penn Terminal Bookshop. His training was further developed by three years with the Baker & Taylor Co. after which he represented the Macmillan Co. in New York City for a while. His territory is New England and the South, when not "drumming" in the Metropolis.

DAVID C. BUIST (The Middle West from Toledo to Kansas City).
J. L. WROE (South New England).
CARL J. HILTS (Central New York, Pennsylvania, Ohio, Illinois, Indiana).

AMONG the interesting features of the Knopf spring list the announcement of the publication of a collected edition of the

works of Stephen Crane stands out. It is to be issued in twelve volumes, limited to 750 sets, each volume with an introduction by a living American writer of distinction. Several new volumes in the second series of "Tudor Translations," further additions to the "History of Civilization"; new titles in the Borzoi Classics, and Borzoi Pocket Books, all demonstrate the scope of the Knopf new year's publishing program. Among the outstanding novels are, "The Spring Flight" by Lee J. Smits; "This Mad Ideal" by Floyd Dell; "The Matriarch" by G. B. Stern; "Youth Rides West" by Will Irwin; "The Counterplot" by Hope Mirrless; "Marie Grubbe" by J. P. Jacobsen; "The Peasants" by Ladislav Reymont, vols. 3 and 4; "Segelfoss Town" by Knut Hamsun; "My Name is Legion" by Charles Morgan; "Sea Horses" by Francis Brett Young, his first novel under the Borzoi imprint; a new volume in the uniform edition of Arthur Machen's works, entitled "Dr. Stiggins; His Views and Principles"; and by Geoffrey Dennis, the author of "Mary Lee," a novel "Harvest in Poland."

Laird & Lee, Inc.

Travelers:

M. S. ATWOOD (Educational Department).

HENRY T. HARPER (East).

L. S. WELLS (Ohio).

O. J. BAILEY (South and Middle West).

A. J. ZERBE, Sales Manager (Coast).

THE Laird & Lee offerings for 1925 include new editions of all their large line of Standard Webster Dictionaries, and a Cross Word Puzzle Dictionary with an attractive jacket. Their new spring catalog also shows a number of additions to their line of all-the-year-round gift books, including "A Birthday Book for Girls and Boys"; "A Birthday Book of Friendship"; and "A Birthday Book of Modern Verse"; "Our Baby's Record"; a new graduation book in loose-leaf form, "My Memory Book"; "The Débutante's Book"; and a wedding souvenir, "The Bride's Book." The spring catalog of Laird & Lee, Inc., also includes popular hand-books and manuals, a varied list of address books and

diaries ranging in price from 15 cents to \$9.00.

J. B. Lippincott Co.

Travelers:

HAROLD F. GARTLEY (New England, New York, Pennsylvania, Baltimore and Washington).

ELLIS K. BAKER (South, Middle and Far West).

HERBERT M. GASKILL.

THE Lippincott spring list offers many books of general reading including "Things I Shouldn't Tell" by the author of "Uncensored Recollections"; "Anatole France At Home" by his secretary Jean-Jacques Brousson; "Walt Whitman: A Study and Selection" by Gerald Bullett; "J. M. Barrie: A Study in Fairies and Mortals" by Patrick Braybrooke; "The Life Story of Sir Robert Baden-Powell (The Piper of Pax)" by E. K. Wade; Charles G. Harper's "Haunted Houses"; and two books by J. Henri Fabre, "The Wonder Book of Plant Life" and "The Heavens." The fiction list offers in addition to books by well-known authors, the work of two new writers. Carolyn Wells has a new "Fleming Stone" detective story "Anything But the Truth"; "Not Under the Law" is the new Grace Livingston Hill novel; the two new novels are "Choice" by Charles Guernon; and Anthony Wynne's "The Sign of Evil." Other Lippincott titles are "Little Aunt Emmie" by Alice E. Allen, a juvenile; "Tom of Peace Valley" by John F. Case, a boy's story; "Vocational Self-Guidance" by Douglas Fryer, and "The Sociology of Revolution" by P. Sorokin.

Little, Brown & Company

Travelers:

JOSEPH F. GREENE (New York City and Boston).

ANDREW D. PIERCE (Pacific Coast).

FRANK JONES (Philadelphia, Chicago and principal cities of the Middle West).

ARTHUR THORNHILL (New England and part of East and Middle West).

ARTHUR F. JOHNSTON (South and part of Middle West).

ADAM PFLEIGER, JR. (Boston and Vicinity).

IN a spring list containing many assured best sellers, Little, Brown & Company will concentrate special effort on "Soundings," by A. Hamilton Gibbs. Other fiction of outstanding importance includes "The Inevitable Millionaires" by E. Phillips Oppenheim; "The Seven Sleepers" by Francis Beeding; "To Babylon" by Larry Barretto; "Paradise" by Cosmo Hamilton; "Drag" by William Dudley Pelley; "The Cobweb" by Margareta Tuttle, author of "Feet of Clay"; "The Loring Mystery" by Jeffery Farnol—a real Farnol story, with the addition of a murder mystery that baffles solution. In biography there is "John L. Sullivan: An Intimate Narrative" by R. F. Dibble; and "The Letters of Olive Schreiner, 1876-1920," edited by S. C. Cronwright-Schreiner. Books in other fields are: "Representative American Dramas: National and Local," edited by Montrose J. Moses with evaluating introductions; "It Is a Strange House" by Dana Burnet, a play; "Representative Plays" by Henry Arthur Jones, edited by Clayton Hamilton; "The New Barbarians" by Professor Wilbur C. Abbott; "The Naval Side of British History" by Geoffrey Callender; "The Day of Concord and Lexington" by Allen French; and "Tea-Room Recipes" by Lenore Richards and Nola Treat, authors also of "Quantity Cookery."

Lothrop, Lee & Shepard Co.

Travelers:

L. W. ADAMS (New York City and East).

RICHARD F. TILLEY (Chicago and West).

LOTHROP, LEE & SHEPARD'S spring list of books will be headed by a book that is not a juvenile altho definitely connected with small children, "A Book of Lullabies," compiled by Elva S. Smith, well known in connection with the Carnegie Library, Pittsburgh. A few chosen books for young people will appear at the same time, including "Hunters of Ocean Depths," an intensely interesting book on oceanography by Dr. Francis Rolt-Wheeler; "All For Andover" by Claude Moore Fuess, head of the English Department of Phillips Andover, a book of the "Tom Brown at Rugby" type; and Amy Brooks' "Rosalie Dare's Test." The

spring group will conclude with an attractive book, "Tommy Tucker On a Plantation," by Dorothy Lyman Leetch.

Robert M. McBride & Co.

Travelers:

GUY HOLT.

SUMNER H. BRITTON.

WALLACE WACHOB.

ONLY six novels appear on the McBride spring list; Kellermann's stupendous novel of the German revolution, "The Ninth of November"; a new novel "Jonah," centering about the life of the



WILMER J. CRULL

Priscilla Guthrie Book Shop, Pittsburg

Wilmer J. Crull, now proprietor of the Priscilla Guthrie Book Shop, was a salesman for stationery and printing when Miss Guthrie and he formed a partnership in 1917. When his partner died in 1921 he took over the sole management and has further developed this shop of marked distinction.

prophet, by Robert Nathan, the author of the "Puppet Master" and "Autumn"; Elmer Davis's "The Keys of the City"; "A Taste of Honey" by Eric Maschwitz; "The Starkenden Quest" by Gilbert Collins; and Isabel Ostrander's a new mystery tale, "The Neglected Clue."

To their list of travel books McBride's are adding seven titles, covering such different subjects as Jugo-Slavia, Finland, France, and Sicily. An important work for bankers, and students of Far Eastern

affairs will be "Manchuria: A Survey by Adachi Kinnosuke."

Ernest Boyd is the editor of a series of monographs about leading contemporary writers. The first four volumes, to be published this spring, are: "James Branch Cabell" by Carl Van Doren; "Edith Wharton" by Robert Morss Lovett; "Edwin Arlington Robinson" by Ben Ray Redman; "Theodore Dreiser" by Burton Rascoe.

A. C. McClurg & Co.

Travelers:

A. WESSELS (Eastern Territory).
R. A. McNALLY (California and the Pacific Coast States).

McCLURG'S offerings for the spring include "The Cave Girl" by Edgar Rice Burroughs, a romance of a twentieth century Bostonian and a girl of the Neolithic period. "The Rough Rider," a story of a man from Cowland and a movie queen by Robert Ames Bennet. "Click of Triangle T," another western thriller by Oscar J. Friend and "Queen of the Night" by Kenneth Perkins.

David McKay Co.

Travelers:

ALEXANDER MCKAY (New York City, Boston, Philadelphia, Baltimore and Washington).
JAMES S. MCKAY (West and New England).
WILLIAM C. ROBINSON (West and South).

"THE International Library," a new series of translations of standard fiction, is included on the McKay spring list. The titles announced are: "The Mysteries of Paris," by Eugene Sue; "Adolphe," by Benjamin Constant, translated and with an introduction by J. Lewis May; "Selected Stories," by Guy De Maupassant; "The Betrothed," by Alessandro Manzoni, with an introduction by Rafael Sabatini; and "A Life's Ambition; Being the Adventures and Tribulations of an Actor," by Alexandre Dumas. Other McKay spring books are a revised edition of Cushing's "Manual of Parliamentary Practice"; a revised edition of "The Rhyming Dictionary of the English Language," by J. Walker; "Cross Word Puzzle Syn-

onyms," compiled by Ernest N. Ross, and several new technical handbooks.

The Macaulay Company

Travelers:

EDWARD I. FURMAN (Middle West).
SIDNEY HABERN (South).
H. A. SMITH (Coast).
L. S. FURMAN (Eastern States, New York City).
A. L. FURMAN (New York State).

THE Macaulay Co. offers for spring a group of novels headed by T. Everett Harré's latest, "One Hour—and Forever"; "Daughters of Luxury" by Howard Rockey; "Sandalwood" by Fulton Oursler; "The Ghost of Glen Gorge" by Grace Miller White; "The Memoirs of Arsène Lupin" by Maurice Le Blanc; and "The Eyes of India" by Gervé Baronti. In addition to the more important titles mentioned above, there are many others embracing the detective, western, love story and adventure type of novel.

The Macmillan Company

Travelers:

EASTERN TERRITORY (NEW YORK)
WILLIAM P. ALBRECHT, Sales manager.
E. S. BROWN (South).
J. T. COLLINS (New York City).
PHILIP G. HODGE (New England).
JOHN KELLY (New York City).
CHARLES J. TRENKLE (Boston, Philadelphia, New York State and Penn.).

MID-WESTERN TERRITORY (CHICAGO)

F. D. KNAPP, Sales Manager (Chicago, Cleveland, Detroit).
JOHN G. HAMER (Large towns, Illinois, Wisconsin, Kansas, Nebraska, Iowa, Missouri, Minnesota, South Dakota, Colorado).

JERALD W. BIGELOW (Large towns, Michigan, Ohio, Indiana, Kentucky, Tennessee).

K. B. RICHARDS (Small towns, Indiana, Ohio, Michigan).

EUGENE K. HERRICK (Small towns, Iowa, Illinois, Michigan, Wisconsin, Missouri).

WESTERN TERRITORY (SAN FRANCISCO)

R. I. GARTON, Sales Manager (Coast).
LOUIS FREEDMAN (Small towns).

SOUTHWESTERN TERRITORY (DALLAS)

JACK PHILLIPS, Sales Manager.

BY far and away the most important book on the Macmillan spring list is Sir Sidney Lee's "Biography of King Edward VII." It is to be published in two volumes, volume 1 to be published this spring. Among other of the more important Macmillan publications are H. G. Wells' "A Year of Prophesying"; a new volume of short stories by James Lane Allen, "The Landmark"; "The Rector of Wyck" by May Sinclair; a new detective story by Eden Phillpotts, "A Voice From the Dark"; Louis Hémon's "Blind Man's Buff" and "Monsieur Ripois and Nemesis"; "The Little Dark Man" by Ernest Poole; Mathilde Eiker's "Mrs. Mason's Daughters"; a new Harrington Hext detective novel, "The Monster"; a volume of poetry from Edwin Arlington Robinson, "Dionysus in Doubt"; James Stephens' "Collected Poems"; "Hesperides" by Ridgeley Torrence; "The Song of the Indian Wars" by John G. Neihardt; "The Golden Treasury of Irish Verse," arranged Lennox Robinson; and Vilhjalmur Stefansson's "The Adventure of Wrangel Island."

Macrae Smith Company

Travelers:

D. L. MACRAE (Principal cities East and Middle West).

W. D. HICKS (South, West, Pacific Coast, etc.).

"WHITE INDIANS," by Edwin L. Sabin, heads the spring list of the new Macrae-Smith Co., successors to Jacobs. Other important titles are "The White Trail's End," by Theodore Von Ziekursch, an adventure trail of the North; "Wood and Water Friends," by Clarence Hawkes; a new addition to "The Rittenhouse Classics," Jane Austen's "Emma"; "The Little Gray Goose," by the author of "The Cock, the Mouse and the Little Red Hen," and three volumes in "The English Country-side Series," travel books describing the English country and its history.

G. & C. Merriam Co.

Travelers:

ROBERT C. MUNROE.

INGHAM C. BAKER.

WILLIAM H. MADDOCK.

FLOYD W. GRAY.

The Medici Society of America

Travelers:

PERCY A. LORING (East and Middle West).

ROBERT A. SHIRLEY (South).

FRED W. OWEN (Pacific Coast).

THE spring books of The Medici Society of America are "Mont Blanc" by George Tissot; "Flanders and Hainault" by Clive Holland; "Niece to Evian" by Henri Ferrand; "The Dolomites" by Gabriel Faure; and "Rome" by the same author.



JOHN G. HAMER

Representing the Macmillan Co.

John G. Hamer of the Macmillan Co. started with the Chicago branch of his firm twenty years ago. His curriculum included experiences in various departments until he became head of the shipping. Since 1917 he has covered the selling field that lies west of Chicago.

Minton, Balch & Co.

Travelers:

MELVILLE MINTON (Large cities).

H. S. ELLIOTT (Denver and West to the Coast).

HURD WHITNEY (Middle West and East).

MINTON, BALCH & CO. announce for spring among their non-fiction books, "Lenin" by Leon Trotzky, the book that caused so much controversy in Russia; "The Last Cruise of the Shanghai" by

F. de Witt Wells; "The Decline of Man" by Stanton A. Coblenz; "Big Crops From Little Gardens" by A. B. Ross; and "The Mulberry Bush" by Sylvia Lynd, a volume of sketches of English life and characters. The fiction list includes "The God of Might" by Elias Tobenkin; a new volume of short stories by Richard Connell, "Variety"; "Middle Years" by V. R. Emanuel; and "The Comeback" by M. D. C. Crawford.

Thomas Nelson & Sons

Travelers:

GEORGE F. BACHMANN.
THOMAS MACLAREN.
THOMAS F. KYLE.
WILLARD T. DICKERSON, JR.
HARRY W. TIETZ.
HERBERT C. CUNNINGHAM.



HERBERT C. CUNNINGHAM

Representing Thomas Nelson & Sons

Herbert C. Cunningham who travels for Thomas Nelson & Sons gained a thoro knowledge of the output of his firm and its possibilities while a member of the office staff for five years. In 1921 he went forth to conquer, and, having made good, he was recently promoted to the Southern and Southwestern territory, a fruitful field for Bibles.

THE Nelson line will feature its important items including the Nelson Bibles, both King James and American Standard Version, the popular New Century Library of Standard Authors on India paper, and the large assortment of Nelson juveniles.

J. S. Ogilvie Publishing Co.

Travelers:

E. B. NEWMAN (from Portland, Maine, to Omaha, Nebraska and Minneapolis to St. Louis; home town is Cleveland, Ohio).

Oxford University Press

Travelers:

CHARLES KORBEL.
F. F. BAYER.
ARTHUR J. HAMMEN.
JOSEPH V. HEANEY.
ARTHUR A. ULRICH.
FREDERICK W. BRAMA.
ALLAN H. TROXELL.

"LETTERS OF JAMES BOSWELL" collected and edited by Chauncey Brewster Tinker is the book of most importance on the Oxford spring list. Other books to be published are "Mediaeval Romance in England" by Laura A. Hibbard; "The Falkland Isles" by V. F. Boyson; "A Survey of Contemporary Music" by Cecil Gray; "The Political Novel" by Morris Edmund Speare; "The English-Speaking Nations" by G. W. Morris and L. S. Wood; "The Psychology of Religion" by W. B. Selbie; "The New Music" by George Dyson; and "Tibet; Past and Present" by Sir Charles Bell.

L. C. Page & Company

Travelers:

J. RAY PECK Sales Manager (Boston, New York and Philadelphia).
ALBAN P. ROCHE (Canada and the Pacific Coast).
PRESTON H. EARLY (Larger cities and Middle West).
ALBERT W. STEVENS (New England, Middle States and the South).
CLARENCE L. PUTNEY, House Salesman.

THE outstanding book of fiction on the Page spring list is the Fourth Glad Book (trade mark) "Pollyanna of the Olive Branches," a sequel to "Pollyanna of the Orange Blossoms" of last year. Under the imprint of the St. Botolph Society, the Page Co. will publish Archie Bell's "Mary of Magdala." Among other important Page titles are a new book by Laura E. Richards; a Baby Peggy Edition of "Editha's Burglar"; and the new "Chat-

terbox" for 1926. A novelty on the list is "The Boston Cross Word Puzzle Book" by Frank Roy Fraprie.

The Penn Publishing Co.

Travelers:

CHARLES C. SHOEMAKER (New York and Boston).
FRED KRAUSS (Other large cities and the Pacific Coast).
W. RONALD SMITH (South, Middle West and New England).

THE Penn Publishing Company announces for early publication the following books of fiction: "At the Sign of the Silver Ship" by Stanley Hart Cauffman; "If Dreams Come True" by Alice Ross Colver; "The Lane" by Helen Sherman Griffith, author of "Rosemary for Remembrance"; "The Early Adventures of Peacham Grew" by Roy Helton, author of "Jimmy Sharswood"; "The Red Triangle" by Sidney Williams; "Egbert" by W. A. Darlington; "A Certain Crossroad" by Emile Loring, author of "Here Comes the Sun"; "Singing Waters" by Elizabeth Stancy Payne, author of "Lights Along the Ledges" and a story for children, "A Yankee Girl at Gettysburg" by Alice Turner Curtis.

Isaac Pitman & Sons

Travelers:

A. WESSELS (New England, New York, and Pennsylvania).
CALIFORNIA SCHOOL BOOK DEPOSITORY, San Francisco (Coast).
SOUTHERN SCHOOL BOOK DEPOSITORY, Atlanta, Ga. (South).
TEXAS SCHOOL BOOK DEPOSITORY, Dallas, Texas (Southwest).
A. C. McCLURG COMPANY, Chicago (Middlewest).

A LENGTHY list of Pitman spring publications is led by John B. Opdycke's "The Language of Advertising." Other works from the Pitman Press will be: "A Dictionary of Electrical Terms," by S. R. Roget; "Camera Lenses," by Arthur Lockett; "Drawing Office Practice," by H. P. Ward; "Principles of Industrial Welfare," by John Lee; and "Weaving With Small Appliances, Book III—The Table Loom," by Luther Hooper.

The Platt & Munk Co., Inc.

Travelers:

ARNOLD H. MUNK (Principal cities as far as Chicago).
ALEXANDER MUNK (Pacific Coast, Middle West).
JOSEPH G. YOUNG (South, Texas, New England, New Jersey, New York State and New York City).
GEORGE W. WEBSTER (Minnesota, Wisconsin, North Dakota, South Dakota).
GEORGE E. BLOOM (Pennsylvania, Illinois, Indiana, Ohio).



ALLAN H. TROXELL

Representing the Oxford University Press

Allan H. Troxell, the newest member of the traveling staff of the Oxford University Press, American Branch, visits the trade in greater New York. He began his business career with the Press in 1917, immediately on leaving school. The success he has already acquired indicates he has the qualifications for developing into a high-grade salesman.

PLATT & MUNK announce for spring, "The Never Grow Old Stories," including the two following titles: "Nursery Favorite Stories," "The Gateway to Storyland"; and their line of painting books. The painting books are "American History Painting Book," "The Peter Pan Alphabet Painting Book," "Modern Painting Book," and "Young American Painting Book."

James Pott & Co.

Travelers:

FREDERICK W. HALLAM (Eastern cities).
 CHARLES R. DURYEA (Western cities and
 Pacific Coast).
 WILLIAM G. CHASE (South).
 WILLIAM L. MEZGER (Middle West).
 W. W. SILVER (Middle West).
 R. U. CARRUTHERS (Texas).
 F. T. LOTTMAN (East).



W. C. WADSWORTH

Representing Rand, McNally & Co.

W. C. Wadsworth, who has traveled the South and South West for Rand, McNally & Co. for the past two years, received his first knowledge of publishing with A. C. McClurg & Co., under Joseph E. Bray, where he became familiar with the various details. He then tried his hand at general advertising and promotion work on several magazines, but the lure of books finally triumphed and since 1923 he has been selling the attractive juveniles of Rand, McNally & Co.

Princeton University Press

ELMER C. NELSON.

HENRY M. SNYDER (Far Eastern Representative).

THE most important general book on the Princeton University Press spring list is "The Dogma of Evolution" by Louis Trenchard More. In the field of history there are two titles on the list, "History of the Byzantine Empire" by Charles Diehl, here available for the first time in English translation, and "Medieval Cities" by Henri Pirenne.

G. P. Putnam's Sons

Travelers:

SIDNEY H. PUTNAM (Sales Manager).
 HENRY L. ALLISON (Larger cities in East and Middle West).
 PHILIP M. ANDERSON (Pacific Coast and Middle West).
 JOHN SUMMERS (Southern States).

THE Putnam spring list offers a very interesting and richly varied group of biography and memoirs, some of the more important of which are "With Pen and Brush and Chisel," by Emil Fuchs, the reminiscences of a famous artist; a book about the Prince of Wales, by Genevieve Parkhurst, entitled "A King in the Making"; Meade Minnigerode's new book "Lives and Times"; "The Roar of the Crowd" by James J. Corbett; a biography of the acknowledged popular songster of the day, "Irving Berlin" by Alexander Woollcott; "Women of the Caesars" by Guglielmo Ferrero, and Jenkins' "The Life of George Borrow." Other books of general interest include volumes 3 and 4 of "The World of Today"; "My Jungle" by William Beebe; "Adventures in Criticism" by Sir Arthur Quiller-Couch; "The School for Ambassadors" by J. J. Jusserand; "A London Book Window" by James Milne; "A History of England" by Hilaire Belloc. Fiction titles that stand out are: "Rocking Moon" by Barrett Wiloughby; Robert Keable's "Numerous Treasure"; "Le Grand Ecart" by Jean Cocteau; "The Chase" by Mollie Panter-Downes; "The Copy Shop" by Edward Hungerford; the long-awaited "Bobbed Hair" by Twenty Authors; "Charmeuse" by E. Temple Thurston; two volumes of short stories, "The Passerby and Other Stories" by Ethel M. Dell and "Georgian Stories of 1925."

Rand, McNally & Co.

Travelers:

BOOKS

JOSEPH E. GOODWIN (East and South).
 HARRY M. LAMB (Chicago and North Central States).

MAPS AND BOOKS

RAYMOND A. McNALLY (Pacific Coast and Western States).
 W. C. WADSWORTH (Southern States).
 I. J. WHITE (Chicago and Vicinity).

H. H. HOUGHTON (East and Central States).
 L. F. KAY (West Central States).
 H. H. FRIEDLANDER (Eastern States).
 V. E. WICKSTRAND (Southwest).
 G. E. SEYMOUR (New York City and Vicinity).

The Reilly & Lee Co.

Travelers:

SAMUEL H. DARST (Large cities of the Central West).
 HOWARD W. COOK (Large cities of the East. Residence New York).
 JOHN T. HOTCHKISS (The Pacific Coast. Residence Portland, Oregon).
 GEORGE J. LEA (Central and South-eastern States and Middle States).
 BRADEN CALDWELL (Middle Western States and New England).

Fleming H. Revell Co.

Travelers:

FLEMING H. REVELL, JR.
 J. W. HILL.
 D. W. BRIGGS.

THE new Revell books of the year consist chiefly of books of a religious character. The most important titles announced for publication are, "The Stewardship of Life" by F. A. Agar; "An Outline of the Books of the Bible" by James H. Brookes; "Fields of Glory" by Russell H. Conwell; "Nature Sermons" by Charles E. Jefferson; "Marion Lawrance" by Harold G. Lawrance; "Prayers at Bethany Chapel" by John Wanamaker; "Gospel Romance in the Huts of the Punjab" by Howard E. Anderson, and "Least Known America" by A. Eugene Bartlett.

The Saalfeld Publishing Co.

Travelers:

A. G. SAALFIELD.
 BEN SPERO.
 M. G. FIELD.
 P. W. ROLLEY.
 E. BERGMANN.
 F. H. NOURSE.

THIS spring The Saalfeld Publishing Co. is introducing the Mayflower Series, including such titles as "Treasure Island," "Pinocchio," "Swiss Family Robinson," etc. There is a new "Billy Whisker" book, namely "Billy Whisker's

Pranks," new editions of Graduating Books for Girls; and a new edition of the "White House Cook Book." The services of Thornton W. Burgess and Harrison Cady have been secured for lines of muslin books, linen books, painting and drawing books.

W. B. Saunders Company

ONE of the most important books to be published the early part of this year by W. B. Saunders Co. is that on "Thoracic Surgery, or the Surgical Treatment of Thoracic Diseases" by Howard Lilienthal, M.D., F.A.C.S. Other books of importance are, "Physical Chemistry in Biology and Medicine" by J. F. McClendon, Ph.D.; "Physical Diagnosis of Diseases of the Chest" by Joseph H. Pratt, M.D.; and "Principles of Surgery for Nurses" by M. S. Woolf, B. Sc. M. R. C. S.



CHARLES E. CONNOLLY

Representing Charles Scribner's Sons

Charles E. Connolly, of Charles Scribner & Sons' selling force, began his book-trade career with the old firm of McClure Phillips & Co. and served as art man on *McClure's Magazine*. In 1910 he joined the Scribner house, in the art and manufacturing branch, and since 1920 he has traveled for them in the South and Middle West.

Charles Scribner's Sons

Travelers:

ALBERT S. KNAPP.
 STERLING GALT, JR.

WILLIAM O. BAKER.
 CHARLES E. CONNOLLY.
 HARRY BAUER.
 WILLIAM L. SAVAGE.
 MARCUS L. BURDICK.
 HENRY C. HOHNS.
 G. M. VAIL.

F. SCOTT FITZGERALD'S first novel in three years, "The Great Gatsby," is one of the features of the Scribner spring fiction list. Frank H. Spearman of "Whispering Smith" fame, has a new Western story, "Selwood of Sleepy Cat." A new book by Ring Lardner includes brief burlesque plays, comments on the manners and customs of the times, and satirical fairy tales; J. P. Marquand, author of "The Unspeakable Gentleman," has written "The Black Cargo"; Thomas Boyd's "Points of Honour" follows the success of his "Through the Wheat"; "Drums" by James Boyd, and "The Bishop's Granddaughter" by Judge Robert Grant completes the list of important fiction titles.

The Scribner non-fiction list contains "Selections from the Correspondence of Theodore Roosevelt and Henry Cabot Lodge, 1884-1918"; Edward W. Bok's "Twice Thirty"; "On the Trail of the Bad Men" by Arthur Train; "Human Nature and the Gospel" by William Lyon Phelps; "Studies from Ten Literatures" by Ernest Boyd; "Science and Religion" by Professor J. Arthur Thomson; "Chronicles of the Garden" by Mrs. Francis King; "Magic in the Making: A First Book of Conjuring" by John Mulholland and Milton M. Smith; and "How to Tell the Fashions from the Follies" by Caroline Duer, Associate Editor of *Voque*.

J. H. Sears & Company, Inc.

Travelers:

LOUIS M. LEVY (larger cities of the Middle West).

M. BRUCE HOVENDON (North Atlantic Seaboard, including the territory east of Pittsburgh).

Special Representatives:

HERBERT M. CALDWELL (west of Denver and on the Pacific Coast).

MESSRS. STOLL AND EDWARDS (in the South, Southwest and Central West).

GEORGE J. MCLEOD, LTD., Toronto, Ont.
 (in the Dominion of Canada).

J. H. SEARS & COMPANY is offering in the non-copyright field books possessing unusual quality at a very low price. In addition to its initial publications, a number of new items have recently been placed on the list. Noteworthy among these are the standard sets, embracing the most popular works of Kipling, Stevenson, Hawthorne, Holmes, Cooper, Dumas and Victor Hugo. Another feature of the line is the Royal Red Library—standard classics in two volumes—in red artificial leather, put up in attractive boxes. Twenty-five new titles are being added to the popular American Home Classics, also ten titles are being added to the Royal Blue Library. The Webster's "Daily Use Dictionary" in cloth and artificial leather continues to be one of the outstanding items of the spring season.

J. H. Sears & Company announce for publication later in the year an interesting line of juveniles, and will announce later the Royal Gold Library, a charming and highly artistic series of poetry, essays and belles lettres.

Thomas Seltzer, Inc.

MORRIS COLMAN (New York City).

F. J. SLOANE (East and Middle West).

WALLACE WACHOB (West).

"THE *Guermites Way*," the third and fourth parts of Marcel Proust's remarkable "Remembrance of Things Past," seems the most important feature of the Seltzer spring list. Among other outstanding fiction titles are "The Golden Door" by Evelyn Scott; "Little Novels of Sicily" by Giovanni Verga, translated by D. H. Lawrence; "The Woman I Am" by Amber Lee; "The Groote Park Murder" by Freeman Wills Crofts; "Lifting Mist" by Austin Harrison; "Anna's" by C. Nina Boyle. Non-fiction titles are, "The Challenge of Childhood: Studies in Personality and Behavior" by Ira S. Wile; "The Race Myth: A Study of the Notion of Race" by Theophile Simar; "War-Time Addresses, 1917-1921" by Judan Leon Magnes; "Processional" by John Howard Lawson; and "Scenario" by Debbie H. Silver.

A. W. Shaw Company*Travelers:*

E. C. HOOPER (East).

E. G. TUTTLE (West).

THE A. W. Shaw Company is publishing a long list of business books including the first "Harvard Business Report"; "Office Management, Principles and Practice" by William H. Leffingwell; "Accounting Principles Underlying Federal Income Taxes, 1926" by E. L. Kohler; "Purchasing Power of the Consumer" by Wm. A. Berridge, Emma A. Winslow and Richard A. Flinn, and "Retail Method of Inventory" by M. P. McNair.

Simon & Schuster, Inc.*Travelers:*

RICHARD L. SIMON (New York, New England, large cities).

CHARLES R. MARSHALL (New York and Metropolitan territory).

DESMOND FITZGERALD (Far West).

CHAS. S. STONE (South).

THE high spots on the Simon & Schuster list consist of several new Cross Word Puzzle items including "The Celebrities' Cross Word Puzzle Book"; "The Cross Word Puzzle Constructors' Book" by Jane Black and Ralph Schoolman; and "The Bible Cross Word Puzzle Book." Among other important books are "The Poker Book" by H. T. Webster and George F. Wortz; "Poems" by Irwin Edman and "Poems" by Maxwell Anderson; "A Million and One Nights or The Romantic History of the Motion Picture" by Terry Ramsaye, and "Verdi" by Franz Werfel a novel-biography.

Small, Maynard & Co.*Travelers:*

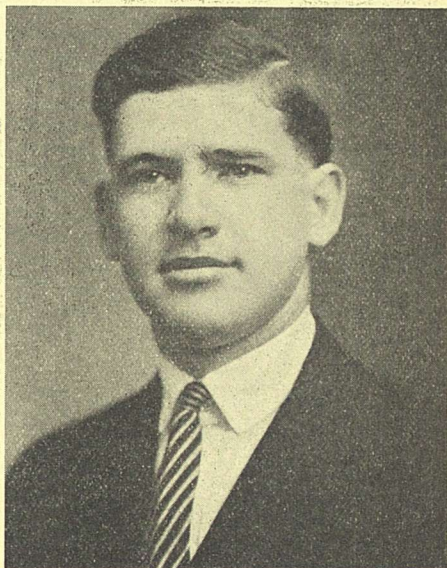
E. J. VASS (Boston, New York, Philadelphia and Chicago).

WALTER I. LYNCH (Southern States and Pacific Coast).

LAWRENCE W. HOYT (Middle West, New England and Eastern States).

"THE BEST SHORT STORIES OF 1924" edited by Edward J. O'Brien is the spring headliner of Small, Maynard. Among other important fiction titles are "The Valiant Gentleman" by M. J. Stuart; "The Red Lacquer Case"

by Patricia Wentworth; a new mystery novel by Edgar Wallace, "The Missing Millions"; "Wild Asses" by James G. Dunton, a novel of undergraduate life at Harvard; "Those Difficult Years" by Faith Baldwin; "The Whispering Lane" by Fergus Hume. Non-fiction includes "Margery the Medium" by J. Malcolm Bird; "The Theory of Mah Jong" by W. Lock Wei; "We Visit Old Inns" by Mary Harrod Northend; and "The Best News Stories of 1924" edited by Joseph Anthony.



LAWRENCE W. HOYT

Representing Small, Maynard & Co.

Lawrence W. Hoyt, one of the three travelers for Small, Maynard & Co., has represented them for the past two years. Previous to 1923 he spent five years as an inside man with Houghton Mifflin Co. where he received the good training that equipped him for the marked success he is having.

Frederick A. Stokes Co.*Travelers:*

HENRY F. SAVAGE (New York City, Boston, Philadelphia, Washington, Baltimore, Pittsburgh, and large cities of New England).

THOMAS F. MAHONY (Pacific Coast, Chicago and other cities in the Middle West).

JAMES L. NERNEY (South and smaller cities in the Middle West and East).

EDWARD G. LARSON (New York City).

H. M. SNYDER (Far East).

OF the Stokes novels scheduled for spring publication three, strangely enough, are business romances, two of them with department store backgrounds: Lucille Van Slyke's "Nora Pays," the story of a woman owner of a smart Fifth Avenue Specialty Shop; John T. McIntyre's "A Young Man's Fancy," a tale of a youth who falls in love with a wax girl in a department store window; and Horace Annesley Vachell's "Watling's," the story of a great English merchant. Other fiction titles are,



PERCY A. BEACH

Beach's Bookshop, Indianapolis

Percy A. Beach, whose shop in the Spink Arms Hotel is one of the most attractive in the Midwest is a keen bibliophile and those associated with him in business, including friend wife, are all *con amore* biblioplists.

"Beau Geste" by Captain P. C. Wren, a tale of the Foreign Legion; "Shaken Down," by Alice MacGowan and Perry Newberry; Honoré Willsie Morrow's "The Lost Speech" of Abraham Lincoln; "The Prince of Washington Square" by Harry F. Liscomb; and "High Noon" by Crosbie Garstin, author of "The Owls' House."

On the Stokes non-fiction list, a big seller should be Bucky Harris' "Playing the Game," the complete story of the rise to baseball fame of the popular young manager of the 1924 World's Series Champions.

Stoll & Edwards Co., Inc.

Travelers:

- JOHN COYLE (West of Chicago and Canada).
H. S. STOLL (East and South).
W. M. EDWARDS (Larger cities in the Middle West).
A. WESSELS (New England, New York and Pennsylvania).
ELMER J. BAILIE (Part of New England and Middle West).
H. M. SNYDER (China and Japan).

George Sully & Company

Travelers:

- GEORGE SULLY (Principal Cities East and Middle West).
GEORGE LEONARD SULLY (Pacific Coast and Middle West).
W. M. CURRER (New England States, South and Central States).

AMONG their spring publications, George Sully & Company will publish early in February, pocket editions of the following: Ordway, "Synonyms and Antonyms," limp cloth; Morris & Adams' "It Can Be Done," limp cloth; Morris & Adams' "Book of Friendship Verse," limp cloth. They are also Trade Selling Agents for the World Syndicate Company Dictionaries and Bibles.

Syndicate Trading Co.

Travelers:

- WILLIAM C. SCHWAB.
FRANK L. MAGEL.

The Universal Press, Inc.

Travelers:

- E. J. FLYNN (Large Cities Middle West).
L. J. SWABACKER (Large Eastern Cities).
A. A. PETERS (Pacific Coast).
A. S. BRIEFER (New York and Smaller Eastern Cities).
L. CROSTHWAIT (South).
B. P. O'BRIEN (Illinois).

NOTABLE new additions to the universal line are "My Trip," a record book for those who travel at home or abroad. "Jimmy Book," a new loose leaf record book for boys and girls. "My Him Book," a new loose leaf record book for girls, in which may be collected their favorite "Hims"; "Sweet Sixteen," a gift book containing unusual candy recipes.

During March and April The Universal Press will add a number of new record books which will be offered to the trade by their representatives.

The University of Chicago Press

Travelers:

DONALD P. BEAN (General books).
R. F. HOLLOWAY (General books).
FRANK H. LEVELL (Religious books).
ROLLIN D. HEMENS (Educational books).

THE University of Chicago Press offers as its three most important spring books: Edgar J. Goodspeed's "The Making of the English New Testament"; "Meek Americans" by Joseph Warren Beach, hailed as a 1925 "Innocents Abroad"; and "A Manual of Style," the University of Chicago's own handbook for the man having anything to do with book-making, or publishing. Other titles included are: "The New Orthodoxy" by Edward S. Ames; "The Story of the University of Chicago" by Thomas W. Goodspeed; and Waldo F. Mitchell's "Our Banking System."

Frederick Warne & Co., Ltd.

Travelers:

ARTHUR L. TREBLE (New York, Boston, Philadelphia and the East).
DESMOND FITZGERALD (Pacific Coast and Far West).
E. J. FLYNN (Chicago, Omaha and Middle West).
FRANK A. COOMBS (South).

THE Warne 1925 program includes a new "Bijou Dictionary of Synonyms and Antonyms"; "The World in the Past" by Webster Smith, and "The Kate Greenaway Almanack for 1926." Additions to the Children's book section will include "Princess Carrot-Top and Timothy," a fairy tale of to-day by Christine Chaundler and "The Careless Chicken" by Harry B. Neilson, Words by Baron Krakensides.

G. Howard Watt

Travelers:

G. HOWARD WATT.

G. HOWARD WATT will publish for the spring "The Brains of the Family" by E. J. Rath, author of "The Nervous Wreck"; "Gray Magic" by Her-

man Landon, a new Gray Phantom mystery story; "A Centaur of Navarre" by Charles B. Stilson; "Trouble Range" by Charles Wesley Sanders and "North Star" by Rufus King, a dog story featuring the shepherd dog (police dog) as the hero.



JAMES A. GORDON

Manager, Kilmarnock Books, St. Paul, Minn.

James A. Gordon is now the manager of "Kilmarnock Books", that delightful shop of which the St. Paul people are so proud. He has been "on the job" less than a year and already the result of his management is very gratifying to the two venturesome spirits who started the shop in 1921.

Albert Whitman & Company

Travelers:

SAML. L. DORSEY (New England States, New York, New Jersey, Pennsylvania, Delaware, Maryland, Washington, D. C., Virginia, Texas, Oklahoma, Kansas).
C. R. GRIMM (Pennsylvania, West Virginia, South Atlantic States, Mid-Western States to Gulf).
HUGH S. ELLIOTT (Pacific Coast and all West of Montana, Colorado, Wyoming and New Mexico).
ALBERT WHITMAN (Special Accounts).

THE new Whitman juveniles announced for publication this year are, in the Just Right edition, "Famous Sky Stories" by Caroline Silver June; "Birds of a Feather" by Murlie Burns Wike;

"Northland Bird Life" by Roy J. Snell and "The Three Books" by Edna Groff Deihl. Other titles are "Today's Stories of Yesterday" edited and illustrated by Frances Kerr Cook; "Runaway Nancy" by Clara J. Denton; "The Wonderful Tree" by Carolyn Sherwin Bailey; and "Icebound in the Polar Seas" by Roy J. Snell.

W. A. Wilde Co.

Travelers:

W. J. SANFORD.
R. W. KENDALL (Eastern trade from Boston office).
FRANK A. COOMBS (Pacific Coast).

The John C. Winston Co.

Travelers:

JOHN R. FRASER, Sales Manager (New York, Boston, Philadelphia).
B. F. HITCHENS, Western Manager (Chicago and the Southwest).
RUDOLPH G. KORNBAU (Religious, Subscription and Mail Order Trade).
ELMER E. JONES (South and Middle Atlantic).
W. O. SHEPHERD (Northwest).
H. RODNEY FOSS (New England).
FRANK A. LEWIS (Middle West).
JULIUS MEYER (South).
J. A. JOHNSON (South and Middle Atlantic).
L. F. BARNHART (Middle Atlantic).

THE John C. Winston Company announces for the spring Ida Clyde Clarke's "Uncle Sam Needs a Wife"; four new titles in the Children's Bookshelf, including "Kidnapped," "Pinocchio," "Robinson Crusoe" and "Hans Brinker"; a new edition of Peloubet's "Bible Dictionary," and a large type self-pronouncing New Testament and Psalms. It will also feature Milton C. Work's "Auction Bridge of 1924," Mrs. Fryer's "Loose-

Leaf Cook Book," "The Wonder Book of Knowledge," Hurlbut's "Story of the Bible," The Winston Simplified Dictionary, and other important publications.

The Womans Press

Travelers:

JOAN SOLLY (New York).

WOMANS Press spring books are "The Ascending Life," by Richard Roberts; "Saints and Ladies," by Clarissa Spencer; "The Star Promise," by Margaret Burton; "String of Chinese Pearls," by Welthy Honsinger Fisher, a collection of glimpses of the Chinese girl at home; "Funds and Friends," by Tolman Lee, a book on how to raise money for social work; and "Cafeteria Recipes," by Mabel E. Schadt, an excellent receipt book for the tea room and cafeteria.

Yale University Press

Travelers:

R. V. COLEMAN (New York to Chicago).
L. P. SOULE (East).
H. S. ELLIOTT (Denver and West).

DURING the early part of 1925, Yale's most important work will be that of formally launching "The Economic and Social History of the World War," edited by Professor James T. Shotwell in consultation with editorial boards in each of the leading countries. The work when finished will constitute in the neighborhood of 200 volumes and will be published in a half dozen or more different languages. There are now ready 16 volumes in English, 3 volumes in French and 2 volumes in German. Individual volumes in the series will sell to the general public but the great opportunity of the bookseller is in taking subscriptions for the entire project from banks, insurance companies, and big industrial corporations.

Directory of Traveling Salesmen of the Book-Trade

- Adams, J. Sidney, *Samuel Gabriel Sons & Co.*
 Adams, L. W., *Lothrop, Lee & Shepard Co.*
 Albrecht, W. P., *Macmillan Co.*
 Allison, Henry L., *G. P. Putnam's Sons.*
 Amis, George William, *Harcourt, Brace & Co.*
 Anderson, Phillip M., *G. P. Putnam's Sons.*
 Archer, Leon B., *Cosmopolitan Book Corporation.*
 Atwood, M. S., *Laird & Lee, Inc.*
 Bachmann, George F., *Thomas Nelson & Sons.*
 Bailey, Elmer J., *Stoll & Edwards, Inc.*
 Bailey, O. J., *Laird & Lee, Inc.*
 Baker, Ellis K., *J. B. Lippincott Co.*
 Baker, Ingham C., *G. & C. Merriam Co.*
 Baker, William O., *Charles Scribner's Sons.*
 Barnhart, L. F., *John C. Winston Co.*
 Barse, Horace H., *Barse & Hopkins.*
 Barse, William J., *Barse & Hopkins.*
 Barthelenghi, Peter, *Baker & Taylor Co.*
 Bauer, Harry C., *Charles Scribner's Sons.*
 Bayer, F. F., *Oxford University Press.*
 Bean, Donald P., *University of Chicago Press.*
 Beebe, G. H., *Funk & Wagnalls Co.*
 Bell, James J., *Cosmopolitan Book Corporation.*
 Bell, John A., *Century Co.*
 Benoit, Clement F., *Dodd, Mead & Co.*
 Bergman, E., *Saalfeld Pub. Co.*
 Betts, Amos L., *Abingdon Press.*
 Betts, Mrs. Bert, *Abingdon Press.*
 Bigelow, Jerald W., *Macmillan Co.*
 Blake, James D., *Harper & Bros.*
 Bloom, George E., *The Platt & Munk Co., Inc.*
 Blumenthal, Joseph., *B. W. Huebsch, Inc.*
 Bond, Raymond T., *Dodd, Mead & Co.*
 Boni, Charles, Jr., *Albert & Charles Boni.*
 Brama, Frederick W., *Oxford University Press.*
 Brauer, J. J., *Abingdon Press.*
 Brewster, E. F., *M. A. Donohue & Co.*
 Briejer, A. S., *Universal Press, Inc.*
 Briggs, D. W., *Fleming H. Revell Co.*
 Britton, Sumner H., *Robert McBride & Co.*
 Britton, W. A., *George H. Doran Co.*
 Brown, E. S., *Macmillan Co.*
 Browne, Sidney H., *Dodd, Mead & Co.*
 Bruce, Frank, *Houghton Mifflin Co.*
 Bryant, Harley H., *Barse & Hopkins.*
 Buist, David C., *A. A. Knopf, Inc.*
 Bunce, Ernest J., *T. Y. Crowell Co.*
 Burdick, Marcus L., *Charles Scribner's Sons.*
 Burger, Adam, *Harper & Bros.*
 Burt, E. F., *A. L. Burt Co.*
 Burt, John M., *A. L. Burt Co.*
 Caldwell, Braden, *Reilly & Lee Co.*
 Caldwell, Herbert M., *Cupples & Lee, J. H. Sears & Co., Inc.*
 Caldwell, William M., *Samuel Gabriel Sons & Co.*
 Campbell, C. F., *Funk & Wagnalls Co.*
 Campbell, Kane, *Lincoln MacVeagh, The Dial Press.*
 Carlon, Frederick A., *Funk & Wagnalls Co.*
 Carroll, Joseph V., *Houghton Mifflin Co.*
 Carruthers, R. U., *A. L. Burt & Co., James Pott & Co.*
 Cerf, Benet A., *Boni & Liveright.*
 Chase, John Denison, *Harcourt, Brace & Co.*
 Chase, William G., *James Pott & Co.*
 Chipman, John H., *Houghton Mifflin Co.*
 Clapp, John S., *Boni & Liveright.*
 Clinch, F. A., *D. Appleton & Co.*
 Cody, W. F., *Bobbs-Merrill Co.*
 Cohn, A., *M. A. Donohue & Co.*
 Coleman, R. V., *Yale University Press.*
 Collins, J. T., *Macmillan Co.*
 Colman, Morris, *Thomas Seltzer, Inc.*
 Connolly, Charles E., *Charles Scribner's Sons.*
 Conrath, Charles A., *Samuel Gabriel Sons & Co.*
 Cook, Howard W., *The Reilly & Lee Co.*
 Coombs, Frank A., *Brentano's, Dorrance & Co., Inc., N. W. Henley Pub. Co., Frederick Warne & Co., W. A. Wilde Co.*

- Corbett, G. J., *Funk & Wagnalls Co.*
 Corbitt, L. D., *Funk & Wagnalls Co.*
 Corrigan, J. W., *George H. Doran Co.*
 Corrigan, W. B., *Edward J. Clode.*
 Coyle, John, *Stoll & Edwards Co.*
 Crosthwait, L., *Universal Press, Inc.*
 Crowder, James L., *Boni & Liveright, A. C. McClurg & Co.*
 Crowley, A. J., *Funk & Wagnalls Co.*
 Cunningham, Herbert C., *Thomas Nelson & Sons.*
 Curran, B. F., *D. Appleton & Co.*
 Curren, W. M., *George Sully & Co.*
 Darst, S. H., *Reilly & Lee Co.*
 Davis, A. B., *Lincoln MacVeagh, The Dial Press.*
 Davis, George M., *C. S. Hammond & Co.*
 Day, John L., *Funk & Wagnalls Co.*
 DeWitt, Walter G., *Cupples & Leon.*
 Diamond, S. S., *M. A. Donohue & Co.*
 Dickerson, Willard T., Jr., *Thomas Nelson & Sons.*
 Dixon, Frank C., *T. Y. Crowell Co.*
 Donaldson, P. C., *F. J. Drake & Co.*
 Dorrance, W. H., *Dorrance & Co., Inc.*
 Dorsey, Samuel L., *Albert Whitman & Co.*
 Douglass, Mortimer, *E. P. Dutton & Co.*
 Drake, H. R., *George H. Doran Co.*
 Drake, S. W., *Frederick J. Drake & Co.*
 Duffy, Joseph A., Jr., *Harper & Bros.*
 Duryea, Charles R., *James Pott & Co.*
 Early, P. H., *Marshall Jones Co., L. C. Page & Co.*
 Edwards, W. M., *Stoll & Edwards Co.*
 Egan, Lester, *Baker & Taylor Co.*
 Ellingwood, John T., *A. L. Burt Co.*
 Elliott, Hugh S., *Atlantic Monthly Press, Chelsea House, Greenberg Publisher, Inc., Congregational Publishing Society, Minton, Balch & Co., Albert Whitman & Co., Yale University Press.*
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 Upshaw, Banks, *Henry Holt & Co.*
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 Voss, Silvanus H., *Barse & Hopkins*.
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 Young, Joseph G., *Platt & Munk*.
 Zerbe, Arthur J., *Laird & Lee, Inc.*
 Ziegler, E. H., *George H. Doran Co.*

Department Stores Having Book Sections

(With names of the buyers in parentheses.)

Alabama

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Florence.—B. A. Rogers & Bro. (J. T. Simmons.)
Mobile.—L. Hammel D. G. Co. (D. Strauss.)
Montgomery.—Montgomery Fair. (I. L. Bowles.)

Arkansas

Fort Smith.—Boston Store Dry Goods Co. (G. E. Berson.)
Little Rock.—Gus Blass Co. (Miss T. Sanders.)

California

Berkeley.—I. F. Fink & Son.
Fresno.—E. Gottschalk & Co., Inc. (G. G. Oliver.)
Los Angeles.—Broadway Dept. Stores. (E. J. Moriarity.)
 —Bullock's. (Miss Eleanor Foster.)
 —Beeman & Hendee, Inc.—"The Baby Store." (Miss N. A. Hendee.)
 —Faris Walker Co. (F. Barr.)
 —The May Co. (Miss Mary Perks.)
 —J. W. Robinson Co. (Philip E. Kubel.)

Oakland.—Capwell's. (Mrs. W. C. Gilkerson.)
 —Kahn's. (Miss Jacobs.)
Pasadena.—T. W. Mather Co. (Mrs. F. D. McKeand.)
Sacramento.—Weinstock Lubin & Co. (Samuel Levinson.)
San Francisco.—The Emporium. (Mr. Kunke.)
 —Raphael Weill Co., Inc. (W. F. Hobson.)
 —City of Paris Dry Goods Co. (Miss K. I. Ritchie.)
 —Hale Bros., Inc. (J. P. Edwards.)
 —O'Connor-Moffatt & Co. (L. H. Artieres.)
San Jose.—O. A. Hale & Co. (Lawrence Ellis.)
Stockton.—Stockton D. G. Co.
Willows.—Hochheimer & Co. (F. H. Reynolds.)

Colorado

Colorado Springs.—Grimwood's (Mrs. A. E. Grimwood.)
Denver.—Daniels & Fisher Stores Co. (Mrs. O. Miller.)
 —Denver Dry Goods Co. (Hugh Shields.)

- Golden Eagle Dry Goods Co. (Max M. Heller.)
 —A. Lewis & Son Dry Goods Co. (Mrs. K. D. Hurd.)
Pueblo.—The Crew-Beggs Dry Goods Co. (D. P. Miller.)
 —The Colorado Supply Co. (Mr. Bowen.)
Trinidad.—Jamieson House Furnishing Co. (Harry Joyce.)

Connecticut

- Bridgeport*.—Howland Dry Goods Co. (Mrs. M. B. Gill.)
 —D. M. Read Co. (Mrs. G. J. Carter.)
Derby.—Howard & Barber Co. (Charles A. Cook.)
Guilford.—Nelson H. Griswold.
Hartford.—Brown, Thomson & Co (J. M. Rourke.)
 —G. Fox & Co. (Mrs. K. M. Klean.)
 —Wise, Smith & Co. (Miss M. Rooney.)
New Britain.—"The Fair." (S. M. Davidson.)
New Haven.—The Edward Malley Co. (J. B. Maher.)
 —Mendel & Harris. (Miss Williams.)
 —Shartenberg's. (A. R. Womrath.)
New London.—The S. A. Goldsmith Co. (N. Dreyfus.)
 —James Hislop & Co. (Robert Holt.)
Norwalk.—Tristram & Hyatt. (L. Hyatt.)
Norwich.—Porteous & Mitchell. (Mr. McGrath.)
 —Reid & Hughes Co. (G. R. Gifford.)
South Manchester.—J. W. Hale Co. (F. H. Anderson.)
Stamford.—The C. O. Miller Co. (Mr. De Camp.)
Torrington.—W. W. Mertz Co. (W. W. Mertz.)
Waterbury.—Curran Dry Goods. (H. Bannon.)
 —The Howland-Hughes Co. (Mr. Burnham.)
Westport.—Greenberg's Dept. Store. (Mr. Greenberg.)
Willimantic.—H. C. Murray Co. (James Bath.)
Winstead.—J. P. Davidson & Son. (Mr. Davidson.)
 —Geo. W. Gage. (Miss Williams.)

Delaware

- Wilmington*.—Lippincott & Co. (E. C. Killen.)
 —Snellenberg & Co.
 District of Columbia
Washington.—S. Kann Sons Co. (S. L. Nye.)
 —Woodward & Lothrop. (F. E. Woodward.)
 —Palais Royal. (A. Lisner.)

Florida

- Bradentown*.—The Montgomery Roberts Co. (R. G. Roberts.)
Orlando.—The Yowell-Drew Co. (W. T. Buice.)
Miami.—E. B. Douglas Co. (Miss T. Thayer.)
 —Burdine's Sons. (Mrs. Ingall.)
Tampa.—Maas Bros. (E. C. De Pury.)

Georgia

- Athens*.—Michael Brothers. (M. G. Michael.)
Atlanta.—M. Rich & Bro. Co. (F. A. Sherom.)
 —Chamberlin-Johnson Du Bose Co. (Mrs. M. Russell.)
Augusta.—J. B. White & Co. (R. B. Smith.)
Columbus.—J. A. Kirven Co. (George Sheram.)
Savannah.—Leopold Adler. (Mr. Guggenheimer.)

Idaho

- Boise*.—Blake's Variety Stores, Inc. (Thomas Blake.)
Weiser.—People's Variety Store.

Illinois

- Canton*.—Worthen-McAllister Co.
Champaign.—W. Lewis & Co. (Herman Lewis.)
Downers Grove.—H. E. McAllister & Co.
Chicago.—Boston Store. (P. B. Smith.)
 —Butler Bros., Wholesalers. (G. M. Coy.)
 —Carson, Pirie, Scott & Co. (Ralph B. Henry.)
 —Davis Dry Goods Co. (Mrs. J. Greene.)
 —"The Fair." (Western Book and Stationery Co.)

- Davenport*.—Harned & von Maur. (Miss L. Murray.)
 —L. Kline, Inc. (Mr. E. Mayer.)
 —Marshall Field & Co. (Mrs. Marcella Burns-Hahner.)
 —Sol. Klein. (B. Warshawsky.)
 —Sears, Roebuck & Co. (Geo. R. Bingham.)
 —Mandel Bros. (D. H. Davis.)
 —Rothschild Bros. (Western B. & S. Co.)
 —Spurgeon Mercantile Co. (Mr. Spurgeon.)
 —Montgomery Ward & Co. (Duke Hill.)
 —W. A. Wieboldt & Co. (Roy L. Haines.)
Canton.—Worthen-McAllister Co. (Mr. Worthen.)
 —Frank A. White & Bro. (Mr. White.)
Danville.—Meis Bros. Dept. Store. (Gus Meis.)
Decatur.—Linn & Scruggs Dry Goods Co. (B. L. Weaver.)
Elgin.—Ackermann Bros. (Miss Jennie Miller.)
Evanston.—Lord's Inc. (Mrs. A. B. McCullough.)
 —McAllister-Worthen Co.
Galesburg.—O. T. Johnson Co. (F. L. Parks.)
Hinsdale.—Hinsdale Dry Goods Co. (Mr. Worthen.)
Hoopeston.—McAllister - Worthen Co. (Mr. Worthen.)
 —Hoopeston Dept. Store. (Mr. Ost.)
Joliet.—Kline Bros. Co.
Kewanee.—Kewanee Dry Goods Co. (F. H. Bourne.)
La Grange.—McAllister-Pittsford Co.
Moline.—The Fisk & Loosley Co., Inc. (Miss Molton.)
Monmouth.—E. B. Colwell Co. (Mrs. Glasgow.)
Paris.—Jones Dry Goods Co. (W. Hoenig.)
Paxton.—Paxton Dry Goods Co. (Mr. Worthen.)
Peoria.—Block & Kuhl Co. (Miss L. McGinty.)
 —P. A. Bergner & Co. (Adele Burton.)
Rock Island.—L. S. McCabe & Co. (B. E. Scott.)
 —Young & McCombs Co-operative Store Co. (Miss A. Kilpatrick.)
Rockford.—Hess Bros. & Co. (J. Hoagland.)
Streator.—D. C. Murray Co. (D. C. Murray.)
West Chicago.—J. Rohr & Co. (Mr. Rohr.)
Wheaton.—Pittsford Dry Goods Co. (W. J. Pittsford.)
Winnetka.—G. J. Zick Dept. Store.
 Indiana
Bloomington.—The Wicks Co. (Otto Rott.)
Crawfordsville.—Graham Department Store. (G. D. Johnson.)
Elkhart.—H. B. Sykes Co. (Burt Sykes.)
Evansville.—Fowler, Dick & Walker. (James R. Duncan.)
Ft. Wayne.—Steele-Meyers Co.
 —Wolf & Dessauer. (Miss Wallace.)
 —Beadell & Co., The People's Store. (Henry Beadell.)
Gary.—Goodman's Dept. Store.
 —H. Gordon & Son Dept. Store.
 —Harklin Dept. Store.
Hammond.—Kaufman & Wolf. (Chas. P. Green.)
Indianapolis.—Pettis Dry Goods Co. (Miss Steinhauser.)
 —L. S. Ayres & Co. (Miss Grace Thompson.)
 —Block, Wm. H., Co. (Leo Schoen.)
Kokomo.—Thalman & Levi. (J. S. Levi.)
Lafayette.—Loeb & Hene Co. (Samuel M. Loeb.)
Logansport.—Seybold Dry Goods Company.
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 —Brandon, Durrell Co. (E. Hagey.)
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Dubuque.—Roshek Bros. Co. (Beatrice Kirk.)
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Fort Dodge.—John's Dry Goods Co. (R. M. Stevens.)
Iowa City.—Yetter's Dept. Store.
Mystic.—F. E. Bittinger.
Oskaloosa.—Oppenhiemer, Alsop Co. (Elmer Bryan.)
Sioux City.—Davidson Bros. Co. (Miss Olive.)
 —T. S. Martin Co. (E. Jewell.)
Waterloo.—James Black Dry Goods Co. (Mr. Seltzer.)

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Emporia.—Rorabaugh Paxton Dry Goods Co. (Mrs. C. Weed.)
Hutchinson.—Rorabaugh, Wiley Dry Goods Co. (F. H. Cost.)
Kansas City.—Maunder-Doughtery Merc. Co. (Mr. Maunder.)
Newton.—Rorabaugh Kennel Dry Goods Co. (Mr. Kennell.)
Salina.—Rorabaugh Stores Co.
Topeka.—The Pelletier Co. (A. P. McKown.)
Wichita.—Rorabaugh Dry Goods Co. (J. P. Morrison.)

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Covington.—John R. Choppin Co. (Stewart Kidd Co.)
Georgetown.—Herring-Jenkins & Co. (George Herring.)
Lexington.—J. D. Purcell Co. (Mr. Dennison.)
Louisville.—The Stewart Dry Goods Co. (Mrs. L. Johns.)
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Louisiana

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 —F. F. Hansell & Brother. (M. E. Hansell.)
 —D. H. Holmes Co. (E. H. Pritchett.)
Shreveport.—The Hearne Dry Goods Co. (D. A. Corrie.)

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Augusta.—D. W. Adams Co. (W. J. Worrell.)
Bangor.—Freese's. (Paul Freese.)
 —Wood & Ewer Co. (Miss Constantine.)
Lewiston.—B. Peck Co. (Miss B. A. Channell.)
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 —Haskell & Armstrong Co. (Walter S. Armstrong.)
 —Porteous, Mitchell & Braun Co. (O. A. Moore.)
 —J. R. Libby Co. (Ralph Libby.)
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Rockland.—Fuller-Cobb-Davis, Inc. (Miss M. Bacheller.)
Rumford.—Everett K. Day Co. (Miss M. McMinimin.)
 —C. H. McKenzie Co. (S. Peabody.)

Maryland

Baltimore.—Hochschild, Kohn & Co. (J. J. Estabrook.)
 —Stewart & Co. (Miss Bessie Conway.)
 —Baltimore Bargain House, Wholesale. (B. W. Sebal.)
Cumberland.—Rosenbaum Bros.

Massachusetts

Athol.—Goodnow-Pearson-Orton Co. (Kenneth Orton.)
Beverly.—Almy, Bigelow & Washburn.
Brockton.—James Edgar Co. (S. E. Murray.)
 —Gilchrist Co. (J. B. Hartford.)
Boston.—Houghton & Dutton. (E. S. Woodman.)

—Jordan, Marsh Co. (E. A. Pitman.)
 —Murphy Bros. Co. (Mrs. M. A. Crowley.)
 —Shepard Stores. (Mrs. Rooney.)
 —Timothy Smith & Co. (G. W. Vinol.)
 —R. H. White Co. (W. C. Everett.)
Everett.—J. W. Philbrick & Co. (Mrs. Lavery.)
Fall River.—R. A. McWhirr Co. (Mr. Armitage.)
 —The Steiger-Cox Co. (W. Hoyle.)
Fitchburg.—Nicholas & Frost. (Miss Cate.)
Gardner.—Goodnow-Pearson & Co. (A. Harrington.)
Gloucester.—Wm. G. Brown & Co. (Miss M. Curtis.)
 —Almy, Bigelow & Washburn.
Greenfield.—J. Wilson & Co. (Miss Lane.)
Haverhill.—Mitchell & Co. (Miss A. Currie.)
Holyoke.—McAuslan & Wakelin Co.
Hyannis.—Baker Department Store. (Mr. Ryder.)
Lawrence.—Reid & Hughes Co. (Mrs. E. Henderson.)
 —A. B. Sutherland Co. (Mr. McCabe.)
 —Mailman, Hanlon & Cullen Co. (Mrs. Henderson.)
Lowell.—A. G. Pollard Co. (Jas. A. Burns.)
 —The Bon Marché Dry Goods Co. (Mr. Wenigman.)
Lynn.—P. B. Magrane Store, Inc. (Jos. A. Magrane.)
 —Burrows & Sanford. (Mr. Carroll.)
 —T. W. Rogers Co. (E. L. Rogers.)
Malden.—F. N. Joslin & Co. (F. M. Loring.)
Maynard.—W. B. Case & Sons.
Middleboro.—F. N. Whitman.
New Bedford.—New Bedford Dry Goods Co. (A. J. Potvin.)
 —Steiger-Dudgeon Co.
Newburyport.—Fisher & Co. (Mrs. A. Merrow.)
North Adams.—Consolidated Dry Goods Co. (Mr. Reed.)
Northampton.—Consolidated Dry Goods Co. (H. Brown.)
Norwood.—H. E. Rice & Co. (H. E. Rice.)
Pittsfield.—England Bros. (Miss K. Manion.)

—Holden & Stone Co. (John Wood.)
Salem.—Almy, Bigelow & Washburn. (Mrs. L. A. Clark.)
Somerville.—Parke Snow, Inc. (M. H. O'Connor.)
Springfield.—Forbes & Wallace. (Mrs. J. Murdough.)
Waltham.—Parke Snow, Inc. (M. H. O'Connor.)
Worcester.—Barnard, Summer & Putnam Co. (W. J. Jamison.)
 —Denholm & McKay Co. (Wm. J. Macmillan.)

Michigan

Alma.—D. W. Robinson.
Bay City.—W. R. Knepp & Co. (H. Markham.)
Detroit.—Crowley, Milner Co. (Miss A. Mitchell.)
 —Demery & Co. (Wm. Demery.)
 —J. L. Hudson Co. (Mrs. A. S. Morris.)
Grand Rapids.—Chas. Trankla & Co. (Mrs. Kingsford.)
 —Herpolsheimer Co. (Mrs. M. Smith.)
Jackson.—Glasgow Bros. (Edgar Glasgow.)
Kalamazoo.—J. R. Jones' Sons & Co. (W. O. Jones.)
 —Gilmore Bros. (Miss Marie Cole.)
Lansing.—The F. N. Arbaugh Co. (R. J. Power.)
 —J. W. Knapp Co. (Mrs. Ruth Barnett.)
 —Otsego Dept. Store. (R. C. Eaton.)
Port Huron.—J. B. Sperry & Co. (C. Edgel.)
Saginaw.—M. W. Tanner Co. (L. W. Bixby.)
South Haven.—M. Hale & Co. (Mr. Leper.)
Three Oaks.—Three Oaks Dept. Store.
Traverse City.—Hannah & Lay Mercantile Co. (H. Baxter.)

Minnesota

Duluth.—I. Freimuth. (David G. Loewus.)
 —Glass Block Store Co., Inc. (Mrs. I. J. Watson.)
 —J. J. Moe & Sons Co. (Miss M. Paulson.)
Hibbing.—Lippman's Dept. Store. (Mr. Wood.)
Hutchinson.—Braun's. (Henry Braun, Jr.)

Luverne.—Nelson Bros., Inc. (E. P. Boomer.)
Minneapolis.—The Dayton Co. (J. L. Pofahl.)
 —Butler Brothers, Wholesalers. (E. J. Fessler.)
 —L. S. Donaldson Co. (Miss L. H. Musgrove.)
 —Powers Mercantile Co. (L. H. Wells.)
St. Paul.—"The Golden Rule." (R. Smith.)
 —Emporium Mercantile Co. (Miss F. J. McGrane.)
 —Mannheimer Bros. (I. Nichols.)
 —Schuneman & Evans, Inc. (A. W. Schuneman.)
Stillwater.—The Murphy Co. (O. M. Cronquist.)

Mississippi

Greenwood.—W. T. Fountain. (Mr. De Loach.)

Missouri

Carthage.—Ramsay Bros. D. G. Co. (Mr. Fulford.)
Columbia.—The Missouri Store. (B. W. Lucas.)
Joplin.—Newman Mercantile Co. (H. O. Henderson.)
Kansas City.—Jones Store Co. (A. M. Levy.)
 —Geo. B. Peck Dry Goods Co. (P. A. McKenna.)
 —Emery Bird Thayer D. G. Co. (I. N. Thyberg.)
St. Joseph.—Townsend, Wyatt & Wall Dry Goods Co. (Wood Burns.)
 —Hirsch Bros. D. G. Co. (L. H. McAdams.)
St. Louis.—Butler Bros., Wholesalers. (Louis Fuerst.)
 —Famous & Barr Co. (P. J. Sefranka.)
 —Scruggs, Vandevoort & Barney. (G. A. Klages.)
 —Stix, Baer & Fuller Dry Goods Co. (Edwin I. Hyke.)
Springfield.—Chas. H. Heer Dry Goods Co. (Mr. Heer.)

Montana

Butte.—M. J. Connell Co. (M. O'Donohue.)
 —Symons Dry Goods Co. (J. S. Kula.)
 —Hennessy Company. (S. G. Hamilton.)

Great Falls.—Strain Bros. (G. W. Pasage.)
Havre.—F. A. Buttrey Co. (B. T. McCormick.)

Nebraska

Fremont.—Eddy Brothers' Dept. Store. (A. J. Eddy.)
Hastings.—Stein Bros. Co. (Miss L. T. Hulburt.)
Lincoln.—Miller & Paine. (Miss Helen Avery.)
 —H. Herpolsheimer Co. (H. L. Bowman.)
Omaha.—J. L. Brandeis & Sons. (W. A. Holland, care of Western B. & S. Co.)
 —Burgess-Nash Co. (Miss K. Swartzlander.)
West Point.—The Bauman Co. (E. M. Baumann.)

Nevada

Reno.—Gray, Reid, Wright Co. (Mrs. G. M. Compton.)

New Jersey

Asbury Park.—The Steinbach Co. (Mrs. J. Salisbury.)
Atlantic City.—M. E. Blatt Co. (W. L. Hirsberg.)
 —Schuldenfrei Dry Goods Co. (Mr. Parker.)
Blumsburg.—E. P. Pursel. (E. P. Pursel.)
Burlington.—R. G. Dunn. (Mrs. Dunn.)
Camden.—Munger & Long. (Mr. Miller.)
Doylestown.—R. L. Clymer. (Miss Miller.)
East Orange.—Muir Department Store. (Miss Perry.)
Elizabeth.—The Goerke-Kirch Co. (Miss Brady.)
 —Levy Bros. (Mr. E. Levy.)
Flemington.—E. Vorseller. (A. S. Smith.)
Hackettstown.—Walter C. Cooke.
Hammonton.—William L. Black. (W. L. Black.)
Hightstown.—J. B. Davison. (J. B. Davison.)
Irvington.—H. Berger Dept. Store. (A. Berger.)
Long Branch.—Jacob Steinbach. (Miss Marsh.)

Newark.—L. Bamberger & Co. (Miss M. Hancock.)
 —Berger Dept. Store. (J. H. Larsen.)
 —The Goerke Co. (W. Liebeskind.)
 —Hahne & Co. (J. L. Sheridan.)
Paterson.—Meyer Bros. (L. L. Samuels.)
 —Quackenbush Co. (Mrs. Helen King.)
Perth Amboy.—Reynolds Bros. (Mr. Topping.)
Ramsay.—McPeeks Dept. Store. (Mr. McPeek.)
Red Bank.—A. Salz Co. (Miss Predmore.)
Rutherford.—W. E. Waller. (R. W. Meyers.)
Trenton.—S. P. Dunham & Co. (Mrs. Schultz.)
Westfield.—F. H. Schaefer & Co.
Westwood.—W. E. Waller. (R. W. Meyers.)

New Hampshire

Lebanon.—A. B. Hunt.
Manchester.—Barton Co. (Mr. Lambe.)
Portsmouth.—Lewis E. Staples.
 —D. F. Borthwick. (D. F. Borthwick.)
Peterboro.—Goodnow & Derby. (H. Derby.)

New York

Albany.—W. M. Whitney & Co. (Miss Foster.)
 —John G. Meyers Co. (Miss H. F. Reilly.)
 —Waldman Bros. (Mrs. C. E. Brown.)
Auburn.—The Henderson Fowler Co.
 —Fowler Dry Goods Co.
Belmont.—Pike Dry Goods Co.
Binghamton.—Fowler, Dick & Walker. (Miss Harriet B. Mason.)
 —Hills, McLean & Haskins. (Miss A. Mack.)
 —Rosenthal & Rubin, Inc.
Brooklyn.—Abraham & Straus. (Mrs. Kelly.)
 —H. Batterman Co. (G. D. Sleigh.)
 —Burden & Co., Inc. (H. Ryan.)
 —The McCormick Store. (Miss G. Smith.)
 —Levi Bros. & Co. (George W. Hirsch.)
 —Frederick Loeser & Co. (Miss E. Hubley.)
 —J. D. Wilson & Son. (C. Mulholland.)
Buffalo.—Adam, Meldrum & Anderson Co. (Henry J. Simons.)

—J. N. Adams & Co. (Miss H. J. Hall.)
 —The Wm. Hengerer Co. (Miss T. J. Cummings.)
 —E. W. Edwards & Son. (Miss H. Feldman.)
Canadaigua.—The Anderson Store. (D. Curtis.)
Cohoes.—R. Wilcox. (Miss L. Leonard.)
Corning.—Wing & Bostwick. (Mr. Perry.)
East Rochester.—Holly's Dept. Store.
Elmira.—Sheehan, Dean & Co. (Charles Dean.)
Glens Falls.—Boston Store. (Mr. Bazinet.)
Gloversville.—Argersinger Co., Inc. (W. A. Dockstader.)
Haverstraw.—Baum Bros. (C. K. Baum.)
Herkimer.—H. C. Munger Co. (Mr. Bacheller.)
Hoosick Falls.—M. Lurie & Co. (Mr. Brahan.)
Hudson.—Marsh & Backman. (Miss Potts.)
Ithaca.—Rothschild Bros. (Leon D. Rothschild.)
Jamestown.—Jones & Audette. (C. L. Audette.)
 —Abrahamson & Bigelow Co. (Herbert Hough.)
 —M. R. Nelson Dry Goods Co.
Johnson City.—Ray Hancock. (R. Hancock.)
Lockport.—Jenss Brothers. (Ernst Jenss.)
 —Williams Bros. Co.
Long Island, N. Y.—
 —Jamaica. Plant's Dept. Store. (Mr. Plant.)
 —Farmingdale. Frank DeMarco.
 —Hicksville. Broadway Dept. Store. (Mr. Spiro.)
 —Lynbrook. B. Levison Dept. Store. (C. B. Levison.)
 —Winfield. N. Schwartz Dept. Store.
Malone.—Wm. P. Empsall & Co., Inc., (Wm. P. Empsall.)
Mt. Vernon.—Genung-McArdle & Campbell. (Miss Balis.)
New Rochelle.—Ware's Department Store. (Miss I. Fowler.)
New York City.—Adams, Flanigan Co. (Charles Cross.)
 —Adams Senior Co. (Miss K. M. McGoven.)
 —Barnett Bros. (Miss L. Bergman.)

—Best & Co. (Miss E. Cugell.)
 —Bloomington Bros. (Womrath & Peck.)
 —L. M. Blumstein. (Mr. Mahrer, Jr.)
 —Butler Bros., Wholesalers.
 —John Daniell & Sons. (Mrs. Jeannot.)
 —Gimbel Brothers. (Miss Alice M. Dempsey.)
 —James A. Hearn & Son. (Mrs. L. Jones.)
 —H. C. F. Koch & Co. (Miss Conklyn.)
 —The Lord & Taylor Book Shop. (C. R. Crowell.)
 —R. H. Macy Co. (Miss Grace Gaige.)
 —James McCreery & Co. (H. Kingston.)
 —Francis Rogers & Son. (Miss McKay.)
 —James R. Senior, Inc. (Roy M. Senior.)
 —Rothenberg & Co. (H. P. Palmer.)
 —Stern Brothers. (Miss Uhlenbush.)
 —Syndicate Trading Co., Wholesalers.
 —John Wanamaker. (George Cryan.)
 —L. Wertheimer Dept. Store Co. (Mrs. R. F. Koester.)
Newburgh.—John Schoonmaker & Son. (F. A. Munger.)
Niagara Falls.—Jenss Bros. (Ernest Jenss.)
 —Niagara Dry Goods Co. (L. Deitzel.)
 —Beir Bros. (Miss Judge.)
Ogdensburg.—Nathan Franks Sons. (Leo Frank, Mrs. Julia Flaherty.)
Olean.—Bradner's Dept. Store. (Mr. Allen.)
 —Up-to-Date "Variety Store." (F. H. Norton.)
Oneonta.—Oneonta Dept. Store. (L. Bresee.)
Oswego.—Geo. H. Campbell & Co. (Mr. Degans.)
Peekskill.—Berger's Dept. Store. (Mr. Harding.)
Penn Yan.—The Metropolitan. (Mr. Hamlin.)
Poughkeepsie.—Luckey, Platt & Co. (R. Weyent.)
 —Wallace Co. (C. A. Brundige.)
Ridgewood (Brooklyn).—Goodfriend's Dept. Store.
Rochester.—Duffy Powers Co. (Miss Terwilliger.)
 —E. W. Edwards & Son. (J. Ward.)
 —Sibley, Lindsay & Curr Co. (R. G. Powers.)
Rome.—F. E. Bacon Co. (Mrs. Lillian Carr.)

Schenectady.—H. S. Barney Co. (Miss Elizabeth A. Ledger.)
 —The Boston Store. (Edw. Hooley.)
 —The Wallace Co. (B. Ginster.)
Syracuse.—E. W. Edwards & Son. (Mrs. R. Towney.)
 —Chappell, Dyer Co., Inc. (W. A. Dyer.)
 —Dey Bros. & Co. (John B. Murphy.)
 —Hunter's Inc. (Mr. Scarf.)
 —Syracuse Dry Goods Co. (J. W. Gersbacher.)
Tonawanda.—Stanley Dry Goods Co.
Troy.—Wm. H. Frear & Co. (R. V. Page.)
 —Gay Company. (Miss Taylor.)
Utica.—A. S. & T. Hunter. (Miss Fitzgibbon.)
 —Robert Frazer. (John T. McDermott.)
 —John A. Roberts & Co. (Miss Clara Brown.)
Watertown.—Frank A. Empsall & Co. (H. Savage.)
Webster.—The Barnard Co. (Mr. Barnard.)
Yonkers.—Marshall-Matheson Co. (W. S. Adler.)

North Carolina

Asheville.—Bon Marche.
Charlotte.—Efird's Dept. Store. (Mr. Johnson.)

North Dakota

Grand Forks.—R. B. Griffith Co. (F. C. Bundlie.)
Valley City.—The Fair. (C. J. Olsen.)

Ohio

Akron.—The M. O'Neill Co. (William E. Glass.)
Ashland.—The Home Co. (Ellsworth Shinn.)
Astabula.—D. L. Davis Co. (D. L. Davis.)
Camb ridge.—Potter-Davis Co. (M. Hood.)
Canton.—Wm. R. Zollinger & Co. (Mr. McGrath.)
 —The Erlanger Dry Goods Co.
Cincinnati.—Hanke Bros. Co. (R. L. Davis.)
 —The Fair Co. (Miss Ada L. Flynn.)
 —McAlpin Co. (Miss B. McShane.)
Cleveland.—Halle Brothers Co. (Miss V. S. Hutchinson.)
 —Fries & Schuele. (Charles Meyers.)

—Higbee Book Shop—(Doubleday Page & Co.) (N. J. Stevenson.)
 —The May Co. (J. E. Williams.)
 —John Meckes Sons Co. (W. Meckes.)
 —The Stearn Co. (Miss Ford.)
 —Wm. Taylor Son & Co. (Mr. Lyon.)
Columbus.—Columbus Dry Goods Co. (R. H. Schneff.)
 —F. R. Lazarus Co. (W. J. Huber.)
Dayton.—Elder & Johnson Co. (Fred Fleischauer.)
 —W. F. Oelman & Co.
 —Rike-Kumler Co. (Miss P. M. Hale.)
Delaware.—C. O. Haas. (Mr. Haas.)
Findlay.—C. F. Jackson Co. (George Stringfellow.)
Hamilton.—Robinson-Schwenn Co. (Mr. Schwenn.)
Lima.—Deisel Co.
Loraine.—Loraine Dry Goods Co. (Mr. Sacks.)
Marion.—The Uhler-Philips Co. (Mr. Young.)
Middletown.—The John Ross Co. (John Ross.)
Mount Vernon.—Woolson Co. (E. T. Guidor.)
Norwalk.—C. E. Jackson Co. (T. Jackson.)
Portsmouth.—Anderson Bros. Co. (E. C. Hood.)
Sandusky.—Herb & Meyers Co. (A. F. Macmillan.)
Scheuer.—Frankel. (Mr. Smith.)
Sidney.—The Thedrick's Dept. Store (Frank Thedrick.)
Springfield.—The Edw. Wren Co. (Ann J. Wolfe.)
Toledo.—Salle & Koch Co. (N. J. Stevenson.)
 —Lion Store. (Mrs. E. H. Hubbard.)
Youngstown.—G. M. McKelvey & Co. (George Holsinger.)
 —The Strouss-Hirschberg Co. (T. O' Hara.)

Oklahoma

Ada.—Shaw's Department Store. (Mr. Shaw.)
Guthrie.—F. O. Lutz Dry Goods Co. (A. Baker.)
Muskogee.—Graham-Sykes Co. (Mr. Graham.)
Oklahoma City.—Rorabaugh Brown D. G. Co. (H. H. Kinnamon.)

—Gloyd-Halliburton Co. (J. C. Halliburton.)
Tulsa.—Halliburton Abbot D. G. Co. (C. F. Hawkins.)

Oregon

Portland.—Meier & Frank Co. (Vivian P. Cooley.)
Salem.—Patton Bros. (Hal D. Patton.)

Pennsylvania

Allentown.—Hess Bros. (Mrs. M. Goepel.)
 —H. Leh & Co. (Miss Lillian Snyder.)
 —Zollinger-Harnard Co. (Miss Bessie Saunders.)
Altoona.—Wm. F. Gable & Co. Sidney S. Koch.)
Barnesboro.—Richard Scollon Co.
Bethlehem.—The Bush & Buhl Co. (Mr. Stecher.)
Bradford.—Leslie H. Russ.
Butler.—W. J. Offut Co. (Miss Ethel Weaver.)
Carlisle.—S. W. Haverstick.
Charleroi.—J. W. Berryman & Son. (Mr. Berryman.)
Clearfield.—Leitzinger Bros. (J. Leitzinger.)
Connellsville.—Wright Metzler Co. (Robert Evans.)
Cresson.—Gross's Dept. Store. (Mr. Gross.)
Danville.—P. C. Murray & Son. (Charles Murray.)
Doylestown.—A. F. Scheet's Sons. (Miss Stommer.)
 —The Miller Ladies Shop. (W. F. Miller, Jr.)
Easton.—Bush & Buhl Co. (Miss Florence Waite.)
 —Wm. Laubach & Sons. (Charles M. Laubach.)
Erie.—Erie Dry Goods Co. (A. E. Smith.)
 —Trask, Prescott & Co. (A. R. Womrath.)
 —Osborne-Norman Co. (C. O. Birkland.)
Harrisburg.—Pomeroy's, Inc. (L. V. Harvey.)
Hazleton.—Fowler D. G. Co. (H. A. Schmall.)
Hershey.—Hershey Dept. Store. (Mr. Boesch.)
Jersey Shore.—Sallada Brothers. (Jesse Saft.)

Johnstown.—Penn Traffic Co. (Roland A. Gibson.)
Lancaster.—Leinbach & Co. (Charles Wagner.)
 —The Donovan Co. (Mrs. Myers.)
 —Watt & Shand. (Edward G. Ely.)
 —L. B. Herr & Son. (E. Herr.)
Lebanon.—Bon-Ton Dept. Store. (Miss Dampman.)
Lewiston.—E. E. McMeen & Co. (Ralph McMeen.)
Manayunk.—Popper Dept. Store.
 —Foster Bron Dept. Store.
McKeesport.—J. D. O'Neil Co.
Mifflin.—E. E. McMeen & Co.
Monessen.—A. R. Ney Co. (A. R. Ney.)
New Castle.—New Castle Dry Goods Co. (G. C. Fox.)
 —W. J. Offut Co. (Charles R. Kriner.)
New Kensington.—H. R. Wainwright & Co. (Miss Fanny Ross.)
Oil City.—C. H. Smith & Sons Co. (Mr. Nichols.)
Philadelphia.—Gimbel Bros. (Benedict Freud.)
 —Lit Bros. (Miss K. A. Callan.)
 —Pegley's Dept. Store.
 —McCurdy Brothers. (Mr. McCurdy.)
 —N. Shellenburg & Co. (Edward Schlamm.)
 —Strawbridge & Clothier. (Fred F. Mat-tison.)
 —John Wanamaker. (Walter H. Cox and W. B. Easton.)
Pittsburgh.—Boggs & Buhl, Inc. (A. K. Betteridge.)
 —Joseph Horne Co. (J. C. Kemp.)
 —Kaufman & Baer Co. (Western Book & Stationery So.) (J. Frey.)
 —Kaufman's. (Wm. McGhee.)
Pittston.—Gompertz Dept. Store. (Mr. Asherbrand.)
Pottsville.—Pomeroy's, Inc. (Miss Wat-son.)
Reading.—Pomeroy's, Inc. (C. C. Chris-mer.)
Ridgway.—Smith Brothers Co. (Mr. Townsend.)
Rochester.—A. D. Brown & Co. (A. D. Brown.)
 —St. Mary's Hall, Kaul & Hyde. (Mr. Jackson.)
Scranton.—Scranton Dry Goods Co. (Mrs. F. Squires.)

Stroudsburg.—A. B. Wyckoff. (Miss I. McCarthy.)
Titusville.—Cohn & Oakleaf. (Mr. Cohn.)
Tyrone.—Templeton Co. (Mr. Temple-ton.)
Uniontown.—Rosenbaum Bros. (I. Rosen-baum.)
 —Wright, Metzler Co. (Miss F. Starr.)
Warren.—Smith-Metzler-Wright Co. (B. Marks.)
Washington.—The Vera Co. (Mrs. Vera.)
Wilkes-Barre.—MacWilliam's. (Miss Robertson.)
 —Fowler, Dick & Walker. (Thomas F. Hefferman.)
Williamsport.—Bush & Bull Co. (J. T. O'Brien.)

Rhode Island

Newport.—The King McLeod Co. (J. H. Barrett.)
 —Wm. Leys D. G. Co.
Pawtucket.—Shartenberg & Robinson Co. (S. F. De Lorey.)
Providence.—Callender, McAuslan & Troup Co. (R. F. Meyersham.)
 —J. Samuels & Bros. (F. Hilton.)
 —The Shepard Co. (Mrs. L. C. Brankerhoff.)

South Carolina

Charleston.—The Kerrison Dry Goods Co.
Ware Shoals.—Ware Shoals Dept. Store. (Mr. Thomas.)

South Dakota

Yankton.—Fantle Bros. Co. (Carl Fantle.)

Tennessee

Chattanooga.—Miller Bros Co. (I. C. Sieving.)
Elizabethton.—J. L. Moore Dept. Store. (Mr. Moore.)
Knoxville.—Anderson-Dulin-Varnell Co. (Lyle Burner.)
 —Caldwell Edington Dept. Store. (E. F. Caldwell.)
Memphis.—J. Goldsmith & Sons Co. (Miss Owens.)
 —B. Lowenstein & Bros., Inc. (Mrs. J. C. Sparkman.)
 —Lebeck Bros. (J. B. Powrie.)

Texas

- Austin*.—E. M. Scarbrough & Sons. (S. H. Sherman.)
Beaumont.—White House Dry Goods Co. (C. F. Graham, Jr.)
Dallas.—Sanger Bros. (Miss B. Prager.)
 —Butler Bros. (Fred. P. A. Moehlman.)
 —Seare, Roebuck. (Mr. Ernest Keator.)
Danton.—The Fair Store. (Mr. Kee.)
El Paso.—The Popular Dry Goods Co.
Forth Worth.—Schermerhorn Co. (Mack Pegues.)
 —W. C. Stripling Co. (M. T. Turner.)
Houston.—W. C. Munn Co., Inc., (Mrs. M. Hooks.)
San Antonio.—Wolff & Marx Co. (A. F. Dugosh.)
 —Joske Bros. Co. (Miss D. Schmieding.)

Utah

- Logan*.—Shamhart-Christensen Co. (Mr. Stockton.)
Salt Lake City.—Auerbach Co. (H. O. Shepard.)

Vermont

- Montpelier*.—The McCuen Store. (Miss F. Jerome.)

Virginia

- Buena Vista*.—B. E. Patterson Co. (Mr. Patterson.)
Richmond.—Miller & Rhodes, Inc. (Miss Luella Duzan.)
 —The Cohen Co., Inc. (Miss S. Boice.)
Roanoke.—G. MacBain Co. (J. L. Mason.)
Unacock.—Wilson Dept. Store.

Washington

- Everett*.—The Grand Leader Dry Goods Co. (E. Hellenthal.)
Seattle.—The Bon Marché. (Miss Palm.)
 —Frederick & Nelson. (Gertrude Andrus.)
Spokane.—Kemp & Herbert. (Miss Dyer.)
 —Spokane Dry Goods Co. (C. T. Gillette.)
 —Palace Store Co. (E. G. Davis.)
Tacoma.—Rhodes Bros. (F. J. Le-Penskey.)
Walla Walla.—Hanger & Thompson. (Mr. Hanger.)

West Virginia

- Fairmont*.—J. M. Hartley & Son Co. (J. H. Rownd.)
Huntington.—Deardorff-Sisler Co. (H. C. Deardorff.)
 —Anderson Newcomb Co. (R. F. Beckett.)
Parkersburg.—H. P. Dils & Son Co. (Miss L. Kessel.)
Wheeling.—Stone & Thomas. (Miss Ethel K. Sayles.)

Wisconsin

- Appleton*.—The Pettibone Peabody Co. (Miss Jule Schreister.)
Cudahy.—Dretzka Dept. Store. (E. J. Dretzka.)
Eau Claire.—The Kepler Co. (Margaret E. Kelley.)
Elkhorn.—Elkhorn Dry Goods Co. (Mr. Johnson.)
Fon du Lac.—Hill Brothers Dry Goods Co.
La Crosse.—Wm. Doerflinger Co. (Mrs. C. White.)
Lake Geneva.—B. Bucknell Bros. Dept. Store.
Marinette.—Lauerman Bros. Co. (Louis Peter.)
Milwaukee.—Gimbel Bros.
 —Ed. Schuster & Co., Inc. (R. Darrongue.)
 —E. Higgins Co., c-o The Boston Store. (E. Higgins.)
Oshkosh.—The Henderson-Hoyt Co. (Miss Strehlow.)
Sheboygan.—H. C. Prange Co. (Emil Barth.)
Stoughton.—The Hale Dry Goods Co. (Mr. Hale.)
Superior.—Lightbody, Wingate Co. (Helen Scharte.)
 —Rothe Bros. Co. (Margaret Collins.)
Wisconsin Rapids.—Johnson-Hill Co. (R. F. Johnson, Oscar Lynn.)

Wyoming

- Sheridan*.—Stevens, Fryburger & Co. (V. H. Green.)

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Allen, Forrest C.

My basket-ball bible. 476p. il diags. D '24 c. [Kansas City, Mo., Smith-Grievies Co.] fab. \$4
Inside knowledge of the game derived from seventeen years of coaching experience; the author is now athletic director at the University of Kansas.

Andrews, Harry Lee, and Weirick, Bruce

Acting and play production; a manual for classes, dramatic clubs, and little theaters. 303p. il. diags. D c. N. Y., Longmans \$2.25
With chapters on the Body, the Voice, Characterization, Coaching and Staging the Play, and a bibliography of useful plays.

Anonymous

Veterans all. 200p. D '25, c. '24. N. Y., Am. Library Service \$2
The scene of this story is laid in a college town of Virginia.

Anstruther, Eileen H. A. [Mrs. John Collings Squire]

Five in family. 308p. D '25 N. Y., Dodd, Mead \$2
Edward Harding brings his family back to his native English village from New Zealand at the risk of reviving an old scandal.

Aristophanes

V. 1, The Acharnians, The clouds, The knights, The wasps; tr. by Benjamin Bickley Rogers. 570p. S (Loeb classical lib.) '24 N. Y., Putnam \$2.50

V. 2, The peace, The birds, The frogs. 447p. front. S (Loeb classical lib.) '24. N. Y., Putnam \$2.50

V. 3, The lysiistrata, The thesmophoriazuseae, The ecclesiastazuseae, The plutus. 476p. S (Loeb classical lib.) '24 N. Y., Putnam \$2.50
The original Greek and the English translation appear side by side in these three volumes.

Athearn, Walter Scott, and others

Measurements and standards in religious

education. 532p. (2p. bibl.) il. diags. O (Indiana survey of religious education; v. 2) [c. '24] N. Y., Doran \$5

Containing standards, score-cards, scales and other instruments of measurement developed for use of the Indiana survey of religious education.

Aumonier, Stacy

Overheard; fifteen tales. 296p. D '24 Garden City, N. Y., Doubleday \$2
Short stories of British life, including "The Friends," estimated by *The Spectator* one of the finest they had ever read in English.

Bacon, Janet Ruth

The voyage of the Argonauts. 195p. (7p. bibl.) il. maps D [n. d.] Bost., Small, Maynard \$2.50

The first English work to consider this classical story, treating it as actual history and fact.

Bannan, Theresa

Waifs of war, and other stories of France. 183p. S '24 c. Syracuse, N. Y., Syracuse Pr. & Pub. Co. \$1

Baring, Maurice

Diminutive dramas 200p. S [n. d.] Garden City, N. Y., Doubleday \$2
Twenty-two short plays; previously published by Houghton Mifflin in 1911 and by Moffat, Yard in 1921.

Beacon hymnal (The); for church schools, young people's services, day schools and the home. 225p. O [c. '24] Bost., The Beacon Press \$1

Beer, Max

Social struggles and socialist forerunners; tr. by H. J. Stenning and rev. by the author. 224p. D '25 Bost., Small, Maynard \$2
This volume, the third in the author's "A General History of Socialism and Social Struggles," takes up the story from the Middle Ages to the end of the 19th century.

Brewer, Grace T., ed.

Report of the Americanization Bureau, 1923-1924. 100p. il. O (Bull. of the Service Citizens of Del. v. 6, no. 5) '25 [Newark, Del., Service Citizens of Del.] pap. apply

California. Bureau of tuberculosis

Tuberculosis primer for school children. 45p. il. D '24 Sacramento, Cal., State Pr. Off. apply

California. Industrial Accident Commission

General petroleum industry safety orders for drilling and production. 23p. T '24 Sacramento, Cal., State Pr. Off. apply

California. Laws, statutes, etc.

Important statutes relating to the California Highway commission. 88p. O '24 Sacramento, Cal., State Pr. Off. apply

Bell, Sir Charles

Tibet, past and present. 340p. il. (pt. col.)
maps O '25 N. Y., Oxford \$8

Benedicks, Carl

Space and time; an experimental physicist's
conception of these ideas and of their altera-
tion; introd. by Sir Oliver Lodge. 112p.
(bibl. footnotes) D [n. d.] N. Y., Dutton \$2

The author disputes Einstein's conclusions—he
favors the emission theory of light rather than the
current undulatory theory.

Bibliographical catalogue of first editions
proof copies and manuscripts of books by
Lord Byron. 114p. O '25 N. Y., R. R. Bow-
ker Co. \$10

Designed to commemorate an exhibition held at
the First Edition Club from January 15th to Feb-
ruary 6th, 1925; it contains every book and pamph-
let Byron is known to have written, with rarities
and specimens.

Biggers, Earl Derr

Inside the lines; a play in three acts. 108p.
il. diagr. D (French's standard lib. ed.) c. '15.
'24 N. Y., S. French pap. 75 c.

Blakemore, Arthur W.

Blakemore on prohibition, national and
state; 2nd ed. 1185p. O '25 Albany, N. Y.,
M. Bender buck. \$12

Blackley, Horace, ed.

Casanova in England. 300p. il. O '25 N. Y.,
Knopf bds. \$5

Bowen, Catherine Drinker

A history of Lehigh University. 105p. il.
O '24 c. Lehigh, Pa., Lehigh Alumni Bulletin \$1

Breslich, Ernest Rudolph

Junior mathematics; bk. 1. 295p. il. diagrs.
D '25, c. '24, '25 N. Y., Macmillan 96 c.

Brown, Harry Gunnison

Three essays on the taxation of unearned
income; 2nd ed. rev. and enl. 183p. (bibl.
footnotes) D '25, c. '21, '25 Columbia, Mo.,
Lucas Bros. \$2

Bryant, William Cullen, ed.

The library of poetry and song; utopian ed.;
rev. and enl. with recent authors and a dic-
tionary of political quotations. 1116p. il. O
'25, c. '70—'25 Garden City, N. Y., Doubleday
\$5

Buck, Charles Neville

Portuguese silver. 309p. D [c. '24, '25] N. Y.,
Century \$2

Threads of love, hate, international crime and in-
trigue converge at a little Cape Cod summer resort.

Casanova de Seingalt, Giovanni Jacopo

Casanova's escape from the Leads. an ex-
cerpt from the memoirs; tr. with an introd.
by Arthur Machen. 215p. S (Borzoi pocket
bks.) [c. '25] N. Y., Knopf \$1.25

Casey, Patrick

Sea plunder. 343p. D [c. '25] Bost., Small,
Maynard \$2
Excitement and romance aboard a battered whal-
ing ship on the Pacific.

Cather, Katherine Dunlap

Religious education through story-telling.
219p. D (Abingdon religious education texts)
[c. '25] N. Y., Abingdon \$1

Chemiker-Kalender, 1925; 2 v. 650p.; 676p.
diagrs. T '25 [N. Y., B. Westermann Co., 30
E. 20th St.] \$3.50

Chesterfield, Philip Dormer Stanhope

The letters of the Earl of Chesterfield to
his son; 2 v.; ed. with introd. by Charles
Strachey; notes by Annette Calthrop. 496p.;
502p. (bibl. footnotes) D '25 N. Y., Putnam
\$7.50

A more complete edition of these epistles than has
heretofore been published.

Churchward, Albert

The origin and evolution of religion. 437p.
il. Q '24 N. Y., Dutton \$15
An elaborate study of the rise and progress of
religious idea, rite and doctrine, dealing especially
with early gods, and showing pictures of them.

**Colver, Alice Mary Ross [Mrs. Frederic B.
Colver]**

If dreams come true. 364p. front. D c.
Phil., Penn \$2
Donald McIntyre, heir to his grandfather's mil-
lions, uses \$50,000 to make the dreams of people
whom he thinks deserving come true, and in the
meantime falls in love.

Cox, John Harrington

Folk-songs of the south. 545p. il. map O '25
Cambridge, Mass., Harvard Univ. Press \$5

Croce, Benedetto

European literature in the nineteenth cen-
tury; tr. by Douglas Ainslie. 350p. O '24
N. Y., Knopf \$5

Cross word puzzle maker's book (The). no p.

D [c. '25] Bost., Small, Maynard bds. \$1
Containing 28 cross word puzzle forms, over any
one of which the ingenious puzzle maker may toil
for hours.

Clark, Bruce L.

Pelecypoda from the marine oligocene of western
North America. various p. (bibl. footnotes) il. Q
(Bull. of dept of geological sciences, v. 15, no. 4)
'25 Berkeley, Cal., Univ. of Cal. Press pap. \$1

Collins, J. L.

Inheritance in *Crepis capillaris* (L.) Wallr. III;
nineteen morphological and three physiological char-
acters. various p. (2p. bibl.) il. Q (Univ of Cal.
publications in agricultural sciences, v. 2, no. 9)
'24 Berkeley, Cal., Univ. of Cal. Press pap. 75 c.

Compere Harold

New Calcidaid (hymenopterous) parasites and
hyperparasites of the black scale, *Saissetia oleae*
Bernard. various p. il. diagrs. Q (Univ. of Cal
publications, entomology v. 3, no. 3) '25 Berkeley,
Cal., Univ. of Cal. Press pap. 45 c.

Dennison's gala book; giving suggestions for St.
Valentine's Day. patriotic occasions, St. Patrick's
Day, Easter week. May Day; 10th annual ed. 36p.
il. (pt. col.) D [n. d.] [Framingham, Mass., Den-
nison Mfg. Co.] 10 c.

Cunliffe, John W.

The influence of Seneca on Elizabethan tragedy. 155p. O '25 N. Y., G. E. Stechert \$4

Dejeans, Elizabeth Janes [Mrs. Sidney Budgett]

The winning game. 329p. D c. N. Y., Doubleday \$2

Barbara Deene, twenty-two, and semi-divorced, is the leader of the fast set in Los Angeles until her baby is stolen while she is at a ball.

De La Mare, Walter John

Come hither; a collection of rhymes and poems for the young of all ages; il. by Alec Buckels. 735p. O [c.'23] N. Y., Knopf, \$5
A reprint in a popular edition of this anthology of "lyrical and imaginative" poems

Memoirs of a midget; [popular ed.]. 436p. D '24, c.'22 N. Y., Knopf \$1.75

Draper, John William

William Mason; a study in eighteenth century culture. 413p. (28p. bibl.) il. O '24 c. N. Y., N. Y. Univ. Press, 32 Waverly Pl. \$6.50

An exhaustive study of the life and writings of this dilettante in many arts.

Earle, Edward Mead

An outline of modern history; a syllabus with map studies; rev. ed. 168p. (2p. bibl.) O '25, c.'21, '25 N. Y., Macmillan \$1.60

Eaton, G. D.

Backfurrow. 332p. D c. N. Y., Putnam \$2
Farm life in central Michigan and an individual's struggle to rise above his environment form the plot of this novel.

Eleanore, Sister M.

Talks with our daughters. 128p. front. T c. N. Y., Benziger Bros. \$1.25; lea., \$2

Fabre d'Olivet, Antoine

The golden verses of Pythagoras; tr. by Nayán Louise Redfield; 2nd ed. 288p. (bibl. footnotes) front. (por.) O '25, c.'17 N. Y., Putnam \$4

Explained and translated into French and preceded by a discourse upon the essence and form of poetry among the principal peoples of the earth.

Farnham, Dwight Thompson, and others

Profitable science in industry. 301p. il. D c. N. Y., Macmillan \$3.50

With chapters on the guidance and assistance that chemists and electrical and mechanical engineers can render in industry, and a discussion of scientific research as an association activity.

Fawcett, Millicent Garrett [Mrs. H. Fawcett]

What I remember. 271p. (bibl. footnotes) il. O '25 N. Y., Putnam \$4.50

A record of the unusually interesting life of a person long identified with reform movements in British politics.

Findlay, Alexander

Chemistry in the service of man: 3rd ed. rev. and enl. 319p. il. diagrs. D '25 N. Y., Longmans \$2

Fitzmaurice-Kelly, James

Some masters of Spanish verse. 200p. S (Hispanic Soc. of Am. Spanish ser. No. 7) '24 N. Y., Oxford \$3.20

Fitzpatrick, John T., ed.

Bender's lawyer's diary; reference book and directory for 1925. 1012p. maps O '25 Albany, N. Y., M. Bender \$6

Flanner, Hildegard

A tree in bloom; and other verses; [ltd. ed.; with decoration by Frederic Monhoff]. 15p. Q '24 c. San Francisco, Gelber, Lillenthal, Inc. bds. \$1.50

These poems have previously appeared in various magazines, among them *The Bookman*, *Poetry*, and *The Yale Review*.

Forbes, F. A.

The grip-fast history book; bk. I, The beginnings of Christian Britain; an introduction to history for young children. 112p. il (pt. col.) D '24 N. Y., Longmans 60 c.

Forgione, Louis

Reamer Lou. 279p. D [c.'24] N. Y., Dutton \$2

The story of a young Italian-American workman in New York City.

Fosca, François

Renoir; tr. by Hubert Wellington. 102p. (1p. bibl.) il. D (Masters of modern art) '24 N. Y., Dodd, Mead \$1.75

Fox, Dr. C. E.

The threshold of the Pacific; with preface by G. Elliot Smith. 396p. il. O (History of civilization ser.) '25 N. Y., Knopf \$6

Fox, Richard A.

The people on other planets. 128p. il. D c. Benton Harbor, Mich., Walter Southworth Co., 768 Lavette St. bds. \$2

Franchot, Annie Wood

The white giant and the black giant; il. by James Gamble. 72p. O [c.'24] N. Y., Dutton bds. \$2

The good and bad adventures of two little boys, one an American and the other a Swiss.

Franck, Harry Alverson

Vagabonding through changing Germany. 357p. il. O [c.'20] N. Y., Century \$4

A description of a walking trip in Germany shortly after the armistice; formerly published by Harper in 1920.

Espinosa, Aurelio M.

Cuentos populares Españoles. Recogidos de la tradición oral de España y publicados con una introducción y notas comparativas. Tomo 2. 178p. Q (Univ. ser., lang. & lit. v. 3, no. 2) '24 Stanford Univ., Cal., Stanford Univ. pap. \$1.75

Ferris, Anita B.

The keeper of the lamp, adapted from "The Lamp." 8p. S [c.'21] Phil., Presbyterian Bd. of Christian Educ. pap. 15 c.

Dwiggins, Elmer

White dragons wild; and How to win at Mah Jong. 61p. front. (por.) S [c.'24] Los Angeles, Author, 2914 Wilshire Blvd. pap. 50 c.

Eleventh biennial report of the State Library Commission for the State of Delaware, Jan. 1, 1923, to June 30, 1923, July 1, 1923, to June 30, 1924.

10p. O [n. d.] Milford, Del., Milford Chronicle Pub. Co. pap. apply

Frankau, Gilbert

Life and Erica. 355p. D [c.'24] N. Y., Century \$2

Erica arrives in London with a talent for cartooning and ideas of her own about love and marriage—and there she meets life.

French, Joseph Lewis, ed.

Great detective stories; from Costello to Stevenson. 396p. T (Dial detective lib., 3) '24 c. N. Y., Dial Press \$1.75

The five stories in this volume are "Inspector Byrnes" by A. E. Costello, "McParlan and the 'Mollie Maguires'" by Allan Pinkerton, "The Red-Headed League" by A. Conan Doyle, "The Doctor, His Wife, and the Clock" by Anna Katharine Green and "The adventure of the Hansom Cab" by Robert Louis Stevenson.

Freundlich, Herbert

The elements of colloidal chemistry; tr. by George Barger. 217p. il. diagrs. D [n. d.] N. Y., Dutton \$3

A non-mathematical introduction to the chemistry of colloids for students of medicine and technology.

Funk, Charles E., comp.

The standard cross-word puzzle book; with foreword by Frank H. Vizetelly. 121p. diagrs. D '25 c. '24 N. Y., Funk & Wagnalls \$1

Fifty puzzles containing no catch expressions; every word in them to be found in "Funk & Wagnalls New Standard Dictionary."

Gamble, William, ed.

Penrose's annual; the process year book and review of the graphic arts; v. 27. various p. il. (pt. col.) diagrs. O '25 [Bost., Am. Photographic Pub. Co., 428 Newbury St.] bds. \$4

Geography of Strabo (The); v. 3; with an English translation by Horace Leonard Jones. 397p. maps S (Loeb classical lib.) '24 N. Y., Putnam \$2.50

Godlee, Sir Rickman John

Lord Lister; 3rd ed. rev. 704p. il. O '24 N. Y., Oxford \$7

Gonzales, Ambrose Elliott

Laguerrre; a Gascon of the black border. 334p. il. D '24 c. Columbia, S. C., The State Co. \$2

Stories of the Carolinas, many of them in dialect.

Gregg, Abel J.

Group leaders and boy character. 227p. diagrs. S '24 c. N. Y., Association Press \$1.50

A manual for leaders of groups of boys, with special help for leaders of pioneer and comrade sections of the Christian citizenship program.

Franklin, Benjamin

Poor Richard's almanack and other papers. 110p. front. (por.) D '24 East Aurora, N. Y., The Roycrofters apply

Gardiner, Sara L., comp.

Educational corporations of N. Y. state. 134p. O '24 Albany, Univ. of state of N. Y. Press apply

Guerber, Hélène Adeline

The story of the English; new ed. 370p. il. maps D (Gerber's historical readers) [c.'98, '24] N. Y., Amer. Book Co. 80 c.

Haire, Norman

Rejuvenation; the work of Steinach, Vornoff, and others. 223p. (11p. bibl.) il. D '25 N. Y., Macmillan \$2.75

Hall, Sir John

The Bravo mystery and other cases. 312p. (2p. bibl.) il. O '25 N. Y., Dodd, Mead \$3.50
Description of five notorious English mystery cases, three of which never came to trial.

Hamsun, Knut

Segelfoss town; tr. by J. S. Scott. 368p. D '25 c. '24 N. Y., Knopf \$2.50

A continuation of the theme of "Children of the Age"—the rise of the merchant classes in Norway—with many of the same characters.

Hexter, Maurice Beck

Social consequences of business cycles; introd. by Allyn A. Young. 229p. (bibl. footnotes) diagrs. D (Publications of the Pollack Found. for economic research, no. 7) c. Bost., Houghton \$4

The author is executive director of the Federated Jewish Charities of Boston and instructor in social ethics at Harvard University.

Hickson, James Moore

Heal the sick. 284p. D [n. d.] N. Y., Dutton \$3

A famous Spiritual Healer of the English Episcopal Church records his experiences in various countries.

Hodgson, Rev. Leonard

The place of reason in Christian apologetic; 4 lectures delivered before the General Theological Seminary, New York; together with a paper on experience, religious experience, and Christian experience. 84p. (bibl. footnotes) O '25 N. Y., Appleton \$1.50

Contains a criticism of Dr. Rudolph Otto's much-debated work, "The Idea of the Holy."

Homer

The Iliad, v. 1; with an English translation. 597p. (3p. bibl.) S (Loeb classical lib.) '24 N. Y., Putnam \$2.50

Huckel, Oliver

The secret of the east; observations and interpretations. 384p. il. O [c.'24] N. Y., Crowell \$3.50

Travel sketches and interpretations of the people of the Philippines, Japan, China, India and other eastern lands.

Gift, Rev. Foster U.

A compendium of Christian doctrine. 66p. D '24 Burlington, Ia., Lutheran Literary Bd. apply

Grip-fast historical scenes for class acting; a series of twelve cards, each containing an historical incident in dramatic form. no p. D [n. d.] N. Y., Longmans 30 c.

Hudson, Manley O.

The permanent court of international justice and the question of American participation. 388p. O '25 Cambridge, Mass., Harvard Univ. Press \$4

Hulley, Lincoln

Savonarola's visions of judgment [verse]; ltd. private ed. 58p. D '24 De Land, Fla., E. O. Painter Pr. Co. pap. \$1

Irwin, Will, i.e. William Henry

Youth rides west; a story of the seventies. 284p. D '25 c. '24, '25 N. Y., Knopf \$2

Experiences of an Eastern tenderfoot in a town in the heart of the Rockies during the mining rush of the seventies.

Jackson, C. M.

The effects of inanition and malnutrition upon growth and structure. 628p. il. O '25 Phil., Blakiston \$8

Jenkins, Herbert

The life of George Borrow; compiled from unpublished official documents, his works, correspondence, etc. 521p. il. D '24 N. Y., Putnam \$3.75

A sympathetic account of the romantic and varied life of the author of "Lavengro" and "Romany Rye."

Journal of the American Irish Historical Society (The); v. 23 for year 1924. 325p. front. (por.) O '24 N. Y., Amer. Irish Hist. Society, 132 E. 16th St. \$2

Kantor, J. R.

Principles of psychology. 492p. (1p. bibl.) O '24 c. N. Y., Knopf \$6

Volume 1 of a 2 volume set by the professor of psychology at the University of Indiana.

Kennedy, Geoffrey Anketell Studdert [Woodbine Willie, pseud.]

The Word and the work; with introd. by the Lord Bishop of London. 92p. D '25 N. Y., Longmans \$1

An argument for the existence of a rational God and for the possibility of continued faith in Him.

Kennedy, Margaret

The constant nymph. 344p. D '25 c. '24, '25 Garden City, N. Y., Doubleday \$2

A study of a group of people, with no conventional standards of morality, who are set down in the midst of musical London.

Kerr, Cecil

The grip-fast history books; bk. II, Mediaeval Britain, 900 to 1535. 159p. il. (pt. col.) D '24 N. Y., Longmans 75 c.

The grip-fast history books; b. II, Mediaeval Britain, 900 to 1535; [teacher's book] various p. il. (pt. col.) D '24 N. Y., Longmans \$1.10

Hall, Richard P.

Binary fission in Oxyrrhis marina Dujardin. various p. (3p. bibl.) diags. Q (Univ. of Cal. publications in zoology, v. 26, no. '16) '25 Berkeley, Cal., Univ. of Cal. Press pap. 65 c.

Howell, Arthur H.

Birds of Alabama. 384p. il. O '24 Montgomery, Ala., Brown Pr. Co. apply

The grip-fast history books; bk. III, The building of the British Empire. 151p. il. (pt. col.) maps D '24 N. Y., Longmans 75 c.

The grip-fast history books; bk. III, The building of the British Empire [teacher's book] various p. il. (pt. col.) maps D '24 N. Y., Longmans \$1.10

Kilbourne, Fannie

Mrs. William Horton speaking. 276p. D '25, c. '22-'24 N. Y., Dodd, Mead \$2

Stories of the laughing and tearful mishaps and adventures of the first year of married life, told by the young wife.

Klingsor, Tristan L.

Cézanne; tr. by J. B. Manson. 102p. (1 p. bibl.) il. D (Masters of modern art) '24 N. Y., Dodd, Mead \$1.75

Koffka, Kurt

The growth of the mind; an introduction to child-psychology; tr. by Robert Morris Ogden. 398p. (2p. bibl.) diags. O (Internat'l lib. of psych., phil. and scientific method) '24 N. Y., Harcourt \$4.50

The author, a visiting professor at Cornell University, offers a new point of view to English readers.

Lea, Fanny Heaslip [Mrs. Hamilton Pope Agee]

With this ring. 242p. D '25, c. '24 N. Y., Dodd, Mead \$1.75

Lila Kemp, twenty-nine, single and attractive, buys a wedding ring and a ticket to New York, where complicated and amusing adventure are in store for her.

Linebarger, Paul Myron Wentworth [Paul Myron, pseud.]

Sun Yat Sen and the Chinese republic. 389p. il. D [c. '25] N. Y., Century \$4

A volume of authoritative biography, present-day history and interpretation of Chinese life and custom.

Lucretius, [Titus Lucretius Carus]

De rerum natura; with an English translation by W. H. D. Rouse. 556p. (2p. bibl.) S (Loeb classical lib.) '24 N. Y., Putnam \$2.50

McLaren, Amy

Dominie's hope. 316p. D c. N. Y., Putnam \$2

A tale of love, romance and renunciation set amid Scottish scenes.

Mann, Thomas

Death in Venice; tr. by Kenneth Burke. 284p. D c. N. Y., Knopf \$2.50

Three short stories about German people, including, besides the title given, "Tristan" and "Tonio Kröger." The author is German correspondent for *The Dial*.

Marcial-Dorado, Carolina

Segundas lecciones de español. 344p. il. (col. front.) D [c. '25] Bost., Ginn \$1.24

Kyte, George C.

Reorganization and administration of an elementary school to meet the needs of a community. various p. (bibl. footnotes) diags. Q (Univ. of Cal. publications in educ. v. 2, no. 2) '25 Berkeley, Cal., Univ. of Cal Press pap. \$1.25

Mauclair, Camille

Claude Monet; tr. by J. Lewis May. 102p. (1p. bibl.) il. D (Masters of modern art) '24 N. Y., Dodd, Mead \$1.75

Meynell, Laurence W.

Mockbeggar; a novel. 314p. D c. N. Y., Appleton \$2

A sophisticated and witty novel of London society, and of Rachael Massinger, who seemed to bring misfortune to the men who loved her.

Miles, A. Graham

A fisherman's breeze; The log of the "Ruth M. Martin". 112p. il. O [c. '24] N. Y., Brentano's \$2.50

A true story of a two weeks' fishing trip out of Fulton Market New York, from September 5 to September 18, 1904, including the storm of September 15, during which thirteen vessels were sunk in New York Bay, twenty or more barges went ashore in and about New York, and many vessels were wrecked at sea.

Mills, Frank Moody

Early days in a college town; and Wabash college in early days and now; with autobiographical reminiscences. 289p. il. O '24 c. Sioux Falls, S. D., Sessions Pr. Co. \$2.50

Mr. Mills, a veteran editor and publisher, was a graduate of the class of 1849 at Wabash College and in his ninety-third year wrote these reminiscences of the college town seventy-five years ago.

Montgomery, Helen Barrett, tr.

Centenary translation of the New Testament; published to signalize the completion of the first hundred years of work of the American Baptist Publication Society. 724p. [c. '24] Phil., Am. Baptist Publication Society \$1, lea. \$2.50

Previously published in two volumes.

Moon, Parker Thomas

Syllabus on international relations. 299p. (37p. bibl.) O c. N. Y., Macmillan \$2

Issued by The Institute of International Education for use in colleges, forums, women's clubs, labor unions and other organizations.

Muhlhauser, G. H. P.

The cruise of the Amaryllys; with a memoir of the author by E. Keble Chatterton and an introd. by Claud Worth. 336p. il. maps D '25 Bost., Small, Maynard \$2.50

Thirty-one thousand miles around the world in a small yacht was the daring feat of this intrepid seaman.

Medical Inspection Bureau, comp.

The eyes and ears of schools children. 22p. O (Univ. of state of N. Y. bull. no. 795) '24 Albany, N. Y., Univ. of state of N. Y. Press apply

Modern Christian Quest, A [a play] prepared by Young People's Work. 6p. S [n. d.] Phil., Presbyterian Bd. of Christian Educ. pap. 15 c.

Myers, Garry Cleveland

The prevention and correction of errors in arithmetic. 75p. (bibl. footnotes) D (Modern educ. ser.) [c. '25] Chic., Plymouth Press pap. 60 c.

Neill, William Lewis

The suggested outline of type problems for history teaching; fourth to eighth grades. 170p. O '24 Phil., W. L. Neill Co. apply

Oldroyd, T. S.

The fossils of the lower San Pedro fauna of the

Munro, William Bennett

The government of the United States; national, state and local; rev. ed. 697p. (bibl. footnotes) O '25, c. '19, '25 N. Y., Macmillan \$3.75

Nathan, Robert

Jonah. 212p. D c. N. Y., McBride \$2
A fantasy of the life of the prophet, based on the meager Bible legend.

Osgood, Frederick Hay, ed.

Poésies choisies pour la jeunesse. 196p. il. D [c. 25] Bost., Ginn 84 c.
Easy French verse to supplement the elementary course, with notes and vocabulary.

Park, William Hallock and others

Pathogenic microorganisms; a practical manual for students, physicians, and health officers; 8th ed. rev. and enl. 811p. il. (pt. col.) diags. O '24 Phil., Lea & Febiger \$6.50

Partington, J. R.

Chemical thermodynamics; 1924 ed. rev. and enl. 550p. diags. O N. Y., Van Nostrand \$3

Patten, Bradley M.

The early embryology of the chick; 2nd ed. 188p. il. (col. front) diags. O '25 Phil., Blakiston \$2.25

Powys, John Cowper

Ducdame. 458p. D c. Garden City, N. Y., Doubleday \$2
Under the influence of an invocation, an English family madly follows a destiny shaped by a tradition of its dead ancestors.

Price, Maurice T.

Christian missions and oriental civilizations; a study in culture contact. 604p. (16p. bibl.) O '24 N. Y., G. E. Stechert, 31 E. 10th St., Chic. Am. Baptist Publication Society \$3.75

"The reactions of non-Christian peoples to Protestant missions from the standpoint of individual and group behavior; outline, materials, problems, and tentative interpretations."

Quiller-Couch, Sir Arthur Thomas [Q., pseud.]

Adventures in criticism. 242p. O c. N. Y., Putnam bds. \$2.50

Literary papers which appeared in *The Speaker* some years ago; first published in 1896 by Cassell.

Nob Hill cut, San Pedro, Cal. 36p. il. O (No. 2535. Proceedings of the U. S. Nat'l Mus.) '24 Wash., D. C., Gov't Pr. Off.; Supt. of Doc. pap. apply

Pardee, Harold Ensign Bennett

Clinical aspects of the electrocardiogram; a manual for physicians and students. 238p. (7p. bibl.) il. diags. O '24 N. Y., P. Hoeber apply

Patents and trade marks, various p. il. D '24 N. Y., Munn & Co. apply

Radder, Norma J.

The small city daily and the country weekly. 58p. (4p. bibl.) Q c. Bloomington, Ind., Indiana Univ. pap. \$1

Realty blue book of California, (The); a compilation of state-wide authorities on California real estate. 403p. (1p. bibl.) il. (pors.) Q '24 Los Angeles, Keystone Pub. Co. apply

Ramsay, Robert E.

Constructive merchandising; effective plans for increasing sales. 742p. (5p. bibl.) il. diags. O c. N. Y., Appleton \$6

A book of basic ideas for advertising and selling methods which may be applied by manufacturer, wholesaler or retailer.

Reid, E. Emmett

Introduction to organic research. 351p. (bibl.) O '24 N. Y., Van Nostrand \$4.50

Rey, Robert

Gauguin; tr. by F. C. de Sumichrast. 103p. (2p. bibl.) il. D (Masters of modern art) '24 N. Y., Dodd, Mead \$1.75

Rinne, Friedrich

Crystals and the fine structure of matter; tr. by Walter S. Stiles. 204p. il. diags. O [n. d.] N. Y., Dutton \$4.20

First published in Germany in 1921. The present volume is an amplified version of the second German edition.

Robison, Samuel Shelburne

Robison's manual of radio telegraphy and telephony, for use of naval radiomen; 6th rev. ed. 882p. il. diags. O '24 Annapolis, Md., U. S. Naval Inst. buck. \$8.50

Rossi, William H. and Rossi, Diana I. Powers, comps.

Personnel administration; a bibliography. 365p. D (Human relations ser.) c. Balt., Williams & Wilkins \$5

Ruck, Berta [Mrs. George Oliver]

"Lucky in love;" a novel. 287p. D '25, c. '24 N. Y., Dodd, Mead \$2

A charmed vanity case starts a series of thrilling adventures, not the least of which is the great adventure, which awaits all those who are lucky in love.

Sallust, Gaius. Sallustius Cripus

The conspiracy of Catiline undertaken against the government of the Senate of Rome, and the Warre which Jugurth for

many years maintained against the same state; tr. by Thomas Heywood. 245p. O (Tudor translations, 2nd ser.; v. 1.) '24 N. Y., Knopf \$8.50 bxd.

Saunders, Charles Francis

Finding the worthwhile in the Southwest; [2nd ed. rev.] 241p. il. T '24, c. '18 N. Y., McBride \$1.50

A pocket guide to interesting places in Arizona, New Mexico, and Southern California.

Schaumann, August Ludolf

On the road with Wellington. 440p. il. (col.) O '25 N. Y., Knopf \$7.50

Schmidt, Louis Bernard and Ross, Earle Dudley, eds.

Readings in the economic history of American agriculture. 603p. O c. N. Y., Macmillan \$3.50

Shay, Frank, ed.

Twenty-five short plays; international. 389p. D c. N. Y., Appleton \$4

Each play in this anthology is representative of a different country.

Shively, George

Initiation. 312p. D [c. '25] N. Y., Harcourt \$2

John Malleon lives a healthy, happy life in a middle-western town. College and the war make life complex for a time, but eventually he recovers his old attitude and his lost love.

Silk, Agnes K. and Fanning, Clara Elizabeth, comps.

Index to dramatic readings. 303p. (1p. bibl.) O (Useful reference ser., no. 31) '25 Bost., F. W. Faxon \$5

Smith, Joseph Russell

North America. 857p. (bibl. footnotes) il. maps, diags. O [c. '25] N. Y., Harcourt \$6

A survey of the people and resources, development and prospects of the continent as an agricultural, industrial and commercial area.

Reports of cases argued and determined in the Supreme court of Montana, Official report v. 67, 68. 734p.; 709p. '24 San Francisco Bancroft-Whitney Co. buck. \$5 ea.

Reports of cases argued and determined in the Supreme court of the State of Idaho. I. W. Hart (ex-officio reported) v. 37. 912p. '24 San Francisco, Bancroft-Whitney Co. buck. \$5

Reports of cases decided in the Supreme court of the state of Oregon, James W. C. Crawford, reporter. v. 108, 109. 819p.; 820p. '24 San Francisco, Bancroft-Whitney Co. buck. \$5 ea.

Reports of cases determined in the District courts of Appeal of the state of California, Randolph V. Whiting, reporter, v. 61. 938p. '24 San Francisco, Bancroft-Whitney Co. buck. \$5

Safety for twenty million automobile drivers. 236p. il. Q '24 N. Y., Safety First League apply

Scott, James Brown

Elihu Root's services to international law. 54p. (bibl. footnotes) D (International conciliation, no. 207) '25 Worcester, Mass., Carnegie Endowment for International Peace pap. 5 c.

Serl, Emma

The story of Kansas City. various p. il. diags. D '24 Kansas City, Mo., Bd. of Educ. apply

Shipley, Treat, pseud.

Beating the bars; verse. 39p. D '24 N. Y., The Caslon Press apply

Spies, Paul H., ed.

Helpful hints for teachers. [pamphlets] various p. D c. '24 Cleveland, O., Harter School Supply Co., 2046 E. 71st St. pap. 5 c. ea.

Tehon, L. R.

A preliminary report on the occurrence and distribution of the common bacterial and fungous diseases of crop plants in Illinois. various p. (bibl. footnotes) maps O (Div. of natural hist. survey bull. v. 15, art. 4) '24 Urbana, Ill., State of Ill., Dept. of Registration & Educ. pap. apply

Washington reports, vs. 126-128. Cases determined in the Supreme court of Washington, Arthur Remington, reported. various p. '24 San Francisco, Bancroft-Whitney buck. \$5 ea.

Youth's response; a pageant; prepared by Young People's Work. 8p. S [n. d.] Phil., Presbyterian Bd. of Christian Educ. pap. 15 c.

Sparling, H. Halliday

The Kelmscott Press and William Morris master-craftsman. 186p. il. O '24 N. Y., Macmillan bds. \$6.50

A contribution towards the understanding of William Morris and his work, with a list of all books printed at the Kelmscott Press and specimen pages from them.

Stuart, M. J.

The valiant gentleman. 250p. D [c. '25] Bost., Small, Maynard \$2

Jan Lovatt, a spoiled English girl, finds herself suddenly divorced and "up against it," and tries to make the best of a bad business.

Thompson, Maurice de Kay

Theoretical and applied electro-chemistry; rev. ed. 569p. (bibl. footnotes) il. diagrs. O '25, c. '11, '25 N. Y., Macmillan \$4.50

Thomson, D. P., ed.

The modern evangelistic address. 219p. D (Handbooks of modern evangelism v. 4) [c. '25] N. Y., Doran \$1.75

Fifteen addresses by different types of religious leaders—Harry Emerson Fosdick, Lionel B. Fletcher and Tom Sykes among them.

Tietjens, Eunice Strong Hammond [Mrs. Paul Tietjens]

Profiles from home. 110p. D c. N. Y., Knopf bds. \$1.50

Sketches in free verse of people and things seen in the United States, by the author of "Profiles from China."

Turkington, Grace Alice

Helps for the study of our Constitution. 158p. il. map. D [c. '25] Bost., Ginn bds. 40 c. A text book for civics.

Van Waters, Miriam

Youth in conflict. 312p. (bibl. footnotes) D c. N. Y., Republic Pub. Co. pap. \$1

A discussion of juvenile delinquency and remedies for it, by the referee of the juvenile court in Los Angeles.

Vendryes, J.

Language; a linguistic introduction to history; tr. by Paul Radin, with introd. by Henri Berr. 418p. O (History of civilization ser.) '25 N. Y., Knopf \$6

Virkus, Frederick A., ed.

The abridged compendium of American genealogy; first families of America, a genealogical encyclopedia of the United States. 1148p. O c. Chic., A. N. Marquis & Co. fab. \$22; lea.; \$35

Webb, Eliza Ann

The mystery of the old mill. 317p. il. D [c. '24] Morgantown, W. Va., Morgantown Pr. and Binding Co. \$1

A novel, though founded on fact, typical of early life in West Virginia.

Whitaker's cumulative book list; 1924. 260p.

O '24 N. Y., R. R. Bowker Co. \$3.50
A classified list of English publications issued from January, 1924, to December, 1924, together with an index to authors and titles.

Wirries, Mary Mabel

Mary Rose, sophomore. 176p. front D c. N. Y., Benziger Bros. \$1

A sequel to "Mary Rose at Boarding School."

Wyman, Mary Alice, ed.

Selections from the autobiography of Elizabeth Oakes Smith. 161p. il. O [c. '24] Lewiston, Me., Lewiston Journal Co. \$3

Zangwill, Israel

The king of schnorrers; grotesques and fantasies. 410p. il. D '25, c. '93 N. Y., Macmillan \$2.50

Title Index to the "Weekly Record"

Does not include the material listed in smaller type

Acting and play production. Andrews, H. L. \$2.25 *Longmans*

Adventures in criticism. Quiller-Couch, Sir A. \$2.50 *Putnam*

American genealogy, The abridged compendium of. Virkus, F. A. \$22; \$35.

A. N. Marquis & Co.

Aristophanes; v's. 1, 2, 3. \$2.50 ea. *Putnam*

Backfurrow. Eaton, G. D. \$2 *Putnam*

Beacon hymnal, The. \$1 *The Beacon Press*

Bender's lawyer's diary. Fitzpatrick, J. T. \$6 *M. Bender*

Bibliographical catalogue of first editions, proof copies and manuscripts of books by Lord Byron. \$10 *R. R. Bowker Co.*

Blakemore on prohibition. Blakemore, A. W. \$12 *M. Bender*

Borrow (George), The life of. Jenkins, H. \$3.75 *Putnam*

Bravo mystery, The. Hall, Sir J. \$3.50

Dodd, Mead

Casanova in England. Bleackley, H. \$5.

Knopf

Casanova's escape from the Leads. Casanova de Seingalt, G. \$1.25

Knopf

Centenary translation of the New Testament. Montgomery, H. B. \$1; \$2.50

Am. Baptist Publication Society

Cezanne. Klingson, T. L. \$1.75 *Dodd, Mead*

Chemical thermodynamics. Partington, J. R. \$3 *Van Nostrand*

Chemiker-Kalender, 1925. \$3.50 *B. Westermann Co.*

Chemistry in the service of man. Findlay, A. \$2 *Longmans*

Christian missions and oriental civilizations. Price, M. T. \$3.75 *G. E. Stechert;*
Am. Baptist Publication Society

- Colloidal chemistry, The elements of. Freundlich, H. \$3 *Dutton*
 Come hither. De La Mare, W. J. \$5 *Knopf*
 Conspiracy of Cateline, The. Sallust. \$8.50 *Knopf*
 Constant nymph, The. Kennedy, M. \$2 *Doubleday*
 Constructive merchandising. Ramsay, R. E. \$6 *Appleton*
 Cross-word puzzle book, The standard. Funk, C. E. \$1 *Funk & Wagnalls*
 Cross word puzzle maker's book, The. \$1 *Small, Maynard*
 Cruise of the Amaryllis, The. Muhlhauser, G. \$2.50 *Small, Maynard*
 Crystals and the fine-structure of matter. Rinne, F. \$4.20 *Dutton*
 De rerum natura. Lucretius. \$2.50 *Putnam*
 Death in Venice. Mann, T. \$2.50 *Knopf*
 Diminutive dramas. Baring, M. \$2 *Doubleday*
 Dominie's hope. McLaren, A. \$2 *Putnam*
 Ducdame. Powys, J. C. \$2 *Doubleday*
 Earl of Chesterfield to his son, The letters of. Chesterfield, P. \$7.50 *Putnam*
 Early days in a college town. Mills, F. M. \$2.50 *Sessions Pr. Co.*
 Early embryology of the chick, The. Patten, Sir R. \$2.25 *Blakiston*
 Economic history of American agriculture, Readings in the. Schmidt, L. B. \$3.50 *Macmillan*
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 European literature in the nineteenth century. Croce, B. \$5 *Knopf*
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 Folk-songs of the south. Cox, J. H. \$5 *Harvard Univ. Press*
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 Geography of Strabo, The; v. 3. \$2.50 *Putnam*
 Golden verses of Pythagoras, The. Fabre d'Olivet, A. \$4 *Putnam*
 Government of the United States, The. Munro, W. B. \$3.75 *Macmillan*
 Great detective stories; from Costello to Stevenson. French, J. L. \$1.75 *Dial Press*
 Grip-fast history books, The; bk. 1. Forbes, F. A. 60c. *Longmans*
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 Helps for the study of our constitution. Turkington, G. A. 40c. *Ginn*
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 Influence of Seneca on Elizabethan tragedy, The. Cunliffe, J. W. \$4 *G. E. Stechert*
 Initiation. Shively, G. \$2 *Harcourt*
 Inside the lines. Biggers, E. D. 75c. *S. French*
 Jonah. Nathan, R. \$2 *McBride*
 Journal of the American Irish Historical Society, The; v. 23. \$2 *Amer. Irish Hist. Society*
 Junior mathematics; bk. 1. Breslich, E. R. 96c. *Macmillan*
 Kelmscott Press and William Morris, The. Sparling, H. H. \$6.50 *Macmillan*
 King of schnorrers, The. Zangwill, I. \$2.50 *Macmillan*
 Laguerre. Gonzales, A. E. \$2 *The State Co.*
 Language. Vendryes, J. \$6 *Knopf*
 Lehigh University, A history of. Bowen, C. D. \$1 *Lehigh Alumni Bulletin*
 Life and Erica. Frankau, G. \$2 *Century*
 Lord Lister. Godlee, Sir R. \$7 *Oxford*
 "Lucky in love." Ruck, B. \$2 *Dodd, Mead*
 Mary Rose, sophomore. Wirries, M. M. \$1 *Benziger Bros.*
 Mason (William). Draper, J. W. \$6.50 *N. Y. Univ. Press*
 Measurements and standards in religious education. Athearn, W. S. \$5 *Doran*
 Memoirs of a midget. De La Mare, J. H. \$1.75 *Knopf*
 Mrs. William Horton speaking. Kilbourne, F. \$2 *Dodd, Mead*
 Mockbeggar. Meynell, L. W. \$2 *Appleton*
 Modern evangelistic address, The. Thomson, D. P. \$1.75 *Doran*
 Modern history, An outline of. Earle, E. M. \$1.60 *Macmillan*
 Monet (Claude). Mauclair, C. \$1.75 *Dodd, Mead*
 My basket-ball bible. Allen, F. C. \$4 *Smith-Grievies Co.*
 Mystery of the old mill, The. Webb, E. A. \$1 *Morgantown Pr. and Binding Co.*
 North America. Smith, J. R. \$6 *Harcourt*
 On the road with Wellington. Schaumann, A. L. \$7.50 *Knopf*
 Organic research, Introduction to. Reid, E. E. \$4.50 *Van Nostrand*
 Origin and evolution of religion, The. Churchward, A. \$15 *Dutton*
 Overheard. Aumonier, S. \$2 *Doubleday*
 Pathogenic microorganisms. Park, W. H. \$6.50 *Lea & Febiger*
 Penrose's annual. Gamble, W. \$4 *Am Photographic Pub Co.*
 People on other planets, The. Fox, R. A. \$2 *Walter Southworth Co.*
 Permanent court of international justice, The. Hudson, M. O. \$4 *Harvard Univ. Press*
 Personnel administration. Rossi, W. H. \$5 *Williams & Wilkins*

- Place of reason in Christian apologetic, The. Hodgson, L. \$1.50 *Appleton*
 Poesies choisies pour la jeunesse. Osgood, F. H. 84c. *Ginn*
 Poetry and song, The library of. Bryant, W. C. \$5 *Doubleday*
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 Profiles from home. Tietjens, E. \$1.50 *Knopf*
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 Religious education through story-telling. Cather, K. D. \$1 *Abingdon*
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 Smith (Elizabeth Oakes), Selections from the autobiography of. Wyman, M. A. \$3 *Lexivston Journal Co.*
 Social consequences of business cycles. Hexter, M. B. \$4 *Houghton*
 Social struggles and socialist forerunners. Beer, M. \$2 *Small, Maynard*
 Some masters of Spanish verse. Fitzmaurice-Kelly, J. \$3.20 *Oxford*
 Space and time. Benedicks, C. \$2 *Dutton*
 Story of the English, The. Guerber, H. A. 80c. *Amer. Book Co.*
 Sun Yat Sen and the Chinese republic. Linebarger, P. \$4 *Century*
 Syllabus on international relations. Moon, P. T. \$2 *Macmillan*
 Talks with our daughters. Eleanore, Sister M. \$1.25; \$2 *Benziger Bros.*
 Theoretical and applied electrochemistry. Thompson, M. de K. \$4.50 *Macmillan*
 Three essays on the taxation of unearned income. Brown, H. G. \$2 *Lucas Bros.*
 Threshold of the Pacific, The. Fox, C. E. \$6. *Knopf*
 Tibet, past and present. Bell, Sir C. \$8 *Oxford*
 Tree in bloom, A. Flanner, H. \$1.50 *Gelber, Lilienthal, Inc.*
 Twenty-five short plays. Shay, F. \$4 *Appleton*
 Vagabonding through changing Germany. Franck, H. A. \$4 *Century*
 Valiant gentleman, The. Stuart, M. J. \$2 *Small, Maynard*
 Veterans all. Anonymous. \$2 *Am. Library Service*
 Voyage of the Argonauts, The. Bacon, J. R. \$2.50 *Small, Maynard*
 Waifs of war. Bannan, T. \$1 *Syracuse Pr. & Pub. Co.*
 What I remember. Fawcett, M. G. \$4.50 *Putnam*
 Whitaker's cumulative book list; 1924. \$3.50 *R. R. Bowker Co.*
 White giant and the black giant, The. Franchet, A. W. \$2 *Dutton*
 Winning game, The. Dejeans, E. J. \$2 *Doubleday*
 With this ring. Lea, F. H. \$1.75 *Dodd, Mead*
 Word and the work, The. Kennedy, G. \$1 *Longmans*
 Youth in conflict. Van Waters, M. \$1 *Republic Pub. Co.*
 Youth rides west. Irwin, W. \$2 *Knopf*



Old and Rare Books

Edited by Frederick M. Hopkins



MARK TWAIN'S historic home at Hartford has become the property of the Hartford Women's Club and will be used as their club house.

"SOME Rare Carrolliana," with notes by Sidney Herbert Williams, who compiled the "Bibliography of Lewis Carroll," published last year, has just appeared in a privately printed limited edition of seventy-nine copies. This interesting crown quarto reproduces in facsimile

a number of autograph letters, drawings and riddles, all hitherto unpublished.

THE analysis of the month's demands for modern first editions in England for the four weeks ending December 20th, based upon the desiderata printed in English trade papers, which appears in *The Bookman's Journal* for January, includes fifty-two authors. The ten at the head of the list are Rudyard Kipling, George Gissing, Maurice Hewlett, Charles Dick-

ens, John Galsworthy, Joseph Conrad, Andrew Lang, W. H. Hudson, Samuel Butler and John Masefield.

EVERY Keats collector or lover of his poetry will want to see Amy Lowell's "John Keats," published yesterday by Houghton Mifflin Company. From sources which have been unavailable to other writers, Miss Lowell has been able to contribute much information about the life of the poet and to clear up some hitherto obscure points. She re-dates several of the poems, publishes nine letters by Keats and five of his poems for the first time, and a number of excerpts from recently discovered letters of Fanny Brawne which throw an entirely new light on his unhappy love story.

W. H. IRELAND'S own collection of his Shakespeare forgeries changed hands at Sotheby's in London a few weeks ago for £165. Bearing the title "A Collection of Ireland's Fabrications, 1805," the folio volume contained forty-five of Ireland's forgeries, over thirty portraits, accompanied with manuscript notes in his handwriting. It also included the 8vo. printed account, "Miscellaneous and Legal Instruments under the Hand and Seal of William Shakespeare . . . from the original MSS. in the possession of Samuel Ireland . . . 1796," inlaid to folio size. There were facsimiles of authentic and spurious signatures, the fabricated "Profession of Faith," Ann Hathaway's love letters and other letters of Shakespeare and material relating to the Ireland family.

THE frontispiece of the January *Bookman's Journal* is a colored print of Henson's "Ariel" Carriage, 1843, the first printed design for a power-driven aeroplane. The leading article is a story entitled "In Morocco and Gold," by R. C. Bruce Gardner. This is followed by "How James Matthew Barrie 'Commenced Author,'" "Thomas Bewick, Artist and Philosopher," and "The Tales of Somadeva of Kashmir," by Dr. L. D. Barnett. The regular departments take more space than usual this month and are of more than usual interest. This number, too, has many interesting illustrations. *The Book-*

man's Journal, published in this country at the *Publishers' Weekly* office, takes high rank in its chosen field. It steadily improves with each volume and is growing more and more indispensable to the well-informed book and print collector.

THE library of Elbert A. Young of St. Paul, Minn., and selections from the library of Guy M. Walker of this city, were sold at the Anderson Galleries February 2d and 3d, 565 lots fetching \$6,012.50. A few of the more important lots and the prices realized were the following: Eugene Field's "Writings in Prose and Verse," 12 vols., boards, New York, 1896, Japan paper edition, \$490; Kipling's "Writings," 28 vols., cloth, New York, 1897-1920, Outward Bound edition, \$57.50; Motley's "Works," 17 vols., levant morocco, New York, 1900, Netherlands edition, \$125; Stevenson's "Works," 26 vols., buckram, New York, 1895-1901, Thistle edition, \$87.50.

Auction Calendar

Tuesday afternoon, February 17th, at 2:30. The private library of Madame A. Denel, New York City. (Items 395.) The Anderson Galleries, 489 Park Ave., New York City.

Wednesday evening, February 18th, at 8:30. Mezzotints in color by E. Arlent Edwards, Miss Gulland and Sydney E. Wilson from the estates of the late Lillie G. Phoenix of New York City and of the late Elizabeth L. Pearce of Providence, R. I., also original drawings by old masters, the collection of B. D. Saklatwalla of Crafon, Pa. (Items 213.) The American Art Association, 30 East 57th St., New York City.

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Review Copies Latest Fiction.

Alcove Bk. Shop, 936 Broadway, San Diego, Cal.

Hensel, The Mendelssohn Family.

Ranke, History of the Popes.

Draper, Intellectual Development of Europe.

Jackson, Romona, several, clean cheap.

Aldine Bk. Shop, 1803 Sansom St., Philadelphia

The Lonely House, Belloc-Lowndes.

Days Before Yesterday, 2nd hand copies.

Here, There & Everywhere, second hand copies.

Amateurs' Bk. Supply, P. O. Box 1096, Chicago

Poems of Coleridge, Shelley & Keats, pub. Phila., 1844, leather preferred.

America-South-of-U.S., 44 W. 47th St., New York

Always in the market for books, pamphlets, maps, prints relating to South and Central America, Mexico and the West Indies.

Amer. Bap. Pub. Soc., 16 Ashburton Pl., Boston

Psychology of Religion, Starbuck.

Amer. Bap. Pub. Soc., 125 N. Wabash Ave., Chicago

Life and Literature of Ancient Hebrews.

Amer. Bap. Pub. Soc., 1107 McGee, Kansas City, Mo.

Poor Mans Catechism Catholic Document.

Kerwin's Letters, paper & cloth.

Amer. Bap. Pub. Soc., 223 Church St., Toronto, Can.

Rosary of Christian Graces, Alex McLaren, 6 copies.

American Library Service, 500 5th Ave., New York

Books on Foraminifera.

Curtis, James Russell Lowell.

Dopter & Sacquepee, Precis de Bacteriologie.

Echols, Differential and Integral Calculus.

Holley, Mrs., Texas.

Kunz, Ivory and Elephant in Art, etc.

Morris, Historical Tales, Greek.

Munson, Jungle Days.

Russell, The Rivers of North America.

Sacred Books of the East.

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Collins, William, Poems.

Comstock, Dickens Dramatic Reader, 11 copies.

Smith, Four Footed Friends, 50 copies.

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W. H. Andre, Suite 607 Kittredge Bldg., Denver

Smiley's History of Colorado.

Great American Lawyers, 8 vols., pub. by Winston.

Aries Bk. Shop, 116 Delaware Ave., Buffalo, N. Y.

Poems of Coleridge, Shelley & Keats, pub. Phila., 1844, leather.

Arkansas Bk. Exchange, 105 Main St., Little Rock

Any good Baptist Church History.

Bacon, Roger, Works of, 5 vols.

Carlton, Will, Farm Ballads.

Crozier, R. H., anything by.

Starbuck, Essentials of Religion.

Anything good as to Mechanical Efficiency; as to Mechanical Supervision; as to Mechanical Production, quote on all.

McGuffys, 2nd and 4th Reader.

Thos. Watson, Life of Napoleon.

Tite, Social & Industrial Condition of North During Civil War Time.

Writers, School Arithmetic used Texas 1870.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Theodore Arnold, 333 Dolphin St., Baltimore, Md.

Large Wall Map of World, old.

William M. Bains, 1213 Market St., Philadelphia

Thompson, Robert Ellis, The Devine Order of

Human Society, Phila., Wattles, 1891.

Hume, Shylock of the River.

Wingfield, Series S., Maid of Honor.

Cove, Catharine C. F., Reign of Terror.

Tegnér, Axel.

King's Service.

Maid of Stralsund.

G. A. Baker & Co., 144 E. 59th St., New York

Schoolcraft, Indian Tribes, vol. 1, 1851; vol. 5, 1855.

Conrad, Children of the Sea, Dodd, 1897.

W. Ballantyne & Sons., 1409 F St., N.W., Wash, D.C.

Joyce, Ulysses.

Winter, Richard Mansfield—His Life and Art.

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N. J. Bartlett & Co., 37 Cornhill, Boston
Gleason's Pictorial issue with Old Mansion House.

Batterton's Bk. Store, 936 6th St., San Diego, Cal.
How To Appreciate Prints, F. Weitenkamp.

Beacon Bk. Shop, 43 E. 45th St., New York
Sanborn & Harris, Life of Bronson Alcott.

Matthew Bender & Co., Albany, N. Y.
Chandlers Trial of Jesus, 2 vols.
Pomeroy's Municipal Law, 2nd ed.
World Almanac, 1925, bound.

C. P. Bensinger Cable Code Book Co., 19 Whitehall
St., New York

Schofield's General Telegraph A B C 5th Improved.
Peterson Banking, Sampler's Code.
Western Union, Lieber 5-Letter Codes.
Any American-Foreign Language Code.

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Bradley His Book, set.
Lowell, Amy, Sword Blades; Six French Poets, N.
Y., 1915; Tendencies in Mod. Am. Poetry; Can
Grande's Castle; Diaries of Court Ladies.
Peacock's Novels, Dent ed., set or odd vols.
Carman, Bliss, Behind the Arras, Boston, 1895.
Cameron, Egypt in the XIXth Century.
Baedeker, Constantinople, in German.
Goble and Millingen, Constantinople.
Garnett, Turkish People.
Dante, Any edition before 1600.
Boccaccio, Any edition before 1600.
Any Italian novelists, in Italian, before 1700.

Bibliophile, 166 Brookside Ave., Mt. Vernon, N. Y.
Anson, Merr Order of St. Bridget.
Arrow Count Fanny's Nuptials.
Cawein, Undertones; Poems Selected by the Au-
thor, 1st eds.
Hawthorne, Scarlet Letter, 1st ed.
Lowndes, Bibliographers Manual, 4 vols. with index
Roscaud, Human Gorillas.
Sade, Juliette, French or English.
Tomlinson, Sea and Jungle, 1st ed.

W. P. Blessing Co., 208 S. Wabash Ave., Chicago
Cameron Wilson, Waste Basket Philosophy.
Wycliffe and Purvey, New Testament, edited by
Forshall & Madden, pub. by Oxford.

The Book League, 47 W. 42nd St., New York
Haggard, The Ghost Kinigs.

The Book Shelf, 15 Garfield Pl., Cincinnati Ohio
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Book of the Table, Jaeffson.
Milton, Poetical Works, with introd. by Hudson.

The Book Shop, 219 N. 2nd St., Harrisburg, Pa.
Plish & Plum; Max & Maurice, Busch.
Vol. 2 Alexander Dumas Works, Collier, 1911.

The Book Shop, 4 Market Sq., Providence, R. I.
Versailles and the Triansons, Nolhac.
Thought Relics, Tagore.
Fishing and Shooting Sketches, Grover Cleveland.
Classical Dictionary of Antiquities, Mythology, Re-
ligion, Literature & Art, O. Seyffort, Macmillan.
Wonderful Adventures of Phrar the Phoenician, E.
L. L. Arnold.

Bd. of Christian Educ. of Presby. Church,
914 Pine St., St. Louis, Mo.
Inter. Rev. Commentary on Acts, v. 5, Philip Schaff.
Borough Hall Bke. Shoppe, 337 Adams St., Brooklyn
E. Phillips Oppenheim, As a Man Lives, 1898; The
Amazing Judgment, 1897; Daughters of Astra, 1898.
Anthony Partridge, Passers By, 1908; Ghosts of So-
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Wilkinson's Memoirs, vols. 1, 2, and Atlas, complete
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Boller, Among the Indians.
Cooke, Scenes & Adventures in the Army.
Cremony, Life Among the Apaches.

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Cope, 100 Hymns You Ought to Know.
Sturgis, Hist. of Architecture, vol. 3, ¾ brown Per-
sian morocco.
Martin, Awakening of China.
Delpian Course, 1922 ed.
Moulton, Library of Literary Criticism.

Brentano's, 218 S. Wabash Ave., Chicago

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Orchids: Their Culture & Management, Watson.
Louisiana, Martin, 2 vols.
Genealogy of Ritchie Family.
Coins of Ancient Britons, Evans.
Dict. of Roman Coins, Stevenson & Smith.
Lit. Hist. of Revolution, Tyler.
Saxo Grammaticus, or set Norroena.
German Shepherd Dog, Von Stephanitz.
The Goede Vrouw of Manhatta, Van Rensselaer.
A. B. C. Stock Speculation, Nelson.
History of Standard Oil, Tarbell.
Integral Calculus, Byerly.
Men & Manners Old Florence, Biagi.
History Ancient Vinland, trans. Herbermann.
Secrets of the Salmon, Hewitt.
Old Taverns of N. Y., Bayles.
John Smyths Works, ed. Whitely.
History of France, Wallace.
Physical Optics, Wood.
American Churches, vol. 2.
Down Channel, McMullen.
History Spanish-Am. War, Watterson.
New Psychiognomical Chart of Character, Simms.
Ivory & the Elephant, Kunz.
I've Come to Stay, Mary Voyse.
Ovid, Fasti, Translation Pub. Co.
Old New Eng. Churches & Their Children, Bacon.
Through Gates of Pearl, Albertson.

Brentano's, 5th Ave. & 27th St., New York

Hanson, Early Life of John H. Payne, Univ. Press,
Cambridge.
Thompson, Francis, Life of St. Inatius.
The Shell Book.
Treevs, Sir F., The Country of the Ring and the
Book.
Saunders, C. F., Indians of Terrace Houses.
Lancaster, Historical Homes and Churches of Va.
Colonial Mansions of Maryland & Delaware.
Aguilar, Vale of Cedar.
King Solomon's Songs of Songs.
Inne, Wm., History of Rome, 5 vols., 1871.
Lady Blessington, 3 vols., 1855, original cloth.
Sanderson, Thirteen Years Among the Wild Beasts
of India.
Smith, Julie P., Novels.
Nolmenti, Venise.
Women the World Over; Impressions of America;
The World As I Saw It, Mrs. Alex. Tweedie.
Gems of Romance.
My Lady of the South, Randall Parish.
Cruise of the Alerte, Knight.
Yacht Cruising, C. A. Worth.
Manual of Materia Medica, J. M. Marsch.
Thousand Flashes of Wit and Humor Robt. Water.
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Golden Threads of Life, J. E. & H. S.
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The Sun, C. G. Abbot.
English and American Tool Builders, Jas. W. Roe.
Spanish Conquest of the New World, 4 vols., A.
Hells.
Mother Goose, Peter Newell.
Genealogy of William Sawyer's Descendents.
The Child That Faileth Not, T. R. Dowley
Italian Yesterdays, 2 vols., Fraser.

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 Business Men in the Amusement World, Robert Graw.
 The Convent or Convent Life, Edith O'Gorman.
 The Life of Archbishop Hughes.
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 Uncensored Recollections, first English edition.
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 Play Making, Henry Arthur Jones.
 Our Modern Drama, Its Art or Amusement, Henry Arthur Jones.
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 Any First Edition of John Masefield or Thomas Nelson Page.
 Steamships and Their Story, E. K. Chatterton.
 Artiste, 3 vols., 1871, Marie W. Grant.
 Cara Roma, 2 vols., 1885, Marie W. Grant.
 Lescar the Universalist, 3 vols., 1874, Marie W. Grant.
 My Hearts and Highlands, 3 vols., 1880, Marie W. Grant.
 OOne May Day, 3 vols., 1882, Marie W. Grant.
 Masterpieces of Greek Sculpture, Furtwanger.
 The Princess of Zara, Ross Beckman.
 St. Augustine, Louis Bertrand.
 Children's Library Poems, ed. H. W. Mabie.
 Frenzied Finance, Thomas W. Lawson.
 Happiness, Thomas Fletcher.
 Birth of Russian Democracy, Sachs.
 God and Woman, John Bojer.
 Oriental Encounter, Marmaduke Pickthall.
 Murray's Oceanography.
 Murray's Supplement to Oceanography.
 The Golden Rose, M. C. Fraser & Stahlman.
 History of Civilized Races, J. G. Wood.
 Pocahontas and Her Descendants, J. W. Randolph.
 Opuscula or Epuscula, Judge Robertson.
 Jealousy and Two Other Plays, Artzybashef.
 Lady Hamilton, 1907 edition, Walter Sichel.
 Broken Chains, E. Werner.
 The Ballads of Broadway, Geo. Bronson-Howard.
 An Anthology of Humorous Verse, Benjamin.
 George Washington Plunkett, Riordan.
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 Iconography, Mahler.
 Roland Squires, C. P. Huse.
 Songs from Leinster, W. M. Letts.
 The Teddyssy by Irwin.
 Venice of the Eighteenth Century, Mounier.
 Last Abbot of Gastonbury, Gasquet.
 Dust of New York, Bercovico.
 Sonnets of Sorrow and Triumph, Wilcox.
 World and I, Wilcox.
 Buried Alive Ten Years in Siberia, Dostoievsky.
 Viking Blood, F. W. Wallace.
 The Colonial Belle's Message.
 My Past, Countess Marie Tarisch.
 Salute to Adventures, Buchan.
 American Nights Entertainment.
 Harding's Luck, E. Nesbit.
 Rulers of Kings, Atherton.
 Talks on Art.
 A Hidden Phase of American History, O'Brian.
 Pieces of Irish History.
 Truth and Health, F. B. James.
 Colonial Mansions of Maryland and Delaware.
 Wine Dark Seas and Tropic Skies, Sefrom-Middleton.
 Botanic Physician, Dr. E. Smith.
 America's National Game, Spaulding.
 The Rhythm of Life, Meynell.
 Thirty-Nine Steps.
 Watcher by the Threshold.
 Witter Bynners Greenstones Poems,
 Power of Truth, W. G. Jordan.
 Japanese Prints, A. D. Ficke.
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 Ghost of the Grier House.
 Dr. Clark on Osteopathy.
 Thirteen Years at the Russian Court, Gilliard.

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 Visit to the Indian Archipelago.
 The Incas of Peru, Markham.
 Bi-Socialism, Oliver R. Trowbridge.
 Bi-Litleral Cypher of Sir Francis Bacon, E. W. Gallup.
 Beauties of Shakespeare.
 Synchronological Chart of Universal History.
 Wonders of the Heavens, Flammarion.
 Nature's Finer Forces, Ramaprasad.
 False and the True.
 Sylvie and Bruno, Carroll.
 Aunt Babette's Cook Book.
 Life of Silas Wright, W. E. Chancellor.
 Parliament Past and Present, Wright & Smith.
 Manual of Physical Drill, E. L. Butts.
 Life and Achievement, A. H. Lane.
 Cuba Cane Sugar, Robt. Wiles.
 Country Neighbors.
 Spiritualism, Its History and Doctrine, J. A. Hill.
 Physical Investigations, J. A. Hill.
 Surrogates Practice, Jessup & Redfield.
 City Charter.
 Time, the Comedian, Kate Jordan.
 She Who Was Helena Cass, Rising.
 Famous Impostors, Bram Stoker.
 John D. Rockefeller's Memoirs.
 The Bible in India, Louis Jacolliot.
 Works and Days, Mabie.
 Encyclopedia of Photography, Cassell.
 Surgeons Philosophy.
 South American Handbook for 1924.
 Pinafore Picture Book, W. S. Gilbert.
 Do Something, Be Something, Kaufman.
 Plutarch's Lives, Langhorne trans.
 The Protected Princes of India, Wm. Lee.
 Visits of Elizabeth, Glyn.
 Quest of the Arab Horse, Home Davenport.
 Egyptian Grammar, trans. Brested, Erman.
Brick Row Bk. Shop, 104 High St., New Haven, Ct.
 Jacobite Songs and Ballads, G. S. Macquoid.
 Fish Culture, Seth Green.
 Books on Fish Culture from 1874-1925.
 Fish Culture, Slack.
 Sianese Painter of the Franciscan Legend, Berenson.
 Rossetti, C., Verses 1847, 1st.
 James, Partial Portraits, French Poets and Novelists, any edn.
 Nonesuch Ruth.
 Baskerville Horace.
 George Sand, Life of.
 Brewster, Henry, The Prison; any others.
 Mills, John, Flyers of the Hunt.
 Mason, Finch, Flowers of the Hunt; Sporting Recollections.
 Yale Studies The Alchemist; Knight of Burning Pestle; Classical Mythology in Shakespeare.
 A'Beckett, Comic England and Rome, 3 vols., 1sts.
 Emerson, Autograph Centenary Edition, 12 vols., Cambridge 1903-4.
 Hearn, Authorized Edition, 16 vols., Boston, 1922.
 Piozzi, Mrs., Letters, 2nd edition.
 Shaw, Life of Samuel Johnson.
 Hubbard, J., Monumental Gratitude Attempted, New London, 1727.
Bridgman & Lyman, 108 Main St., Northampton, Mass.
 The Race Problem, Zollshan.
 Set Voltaire's Works in English.
 The Blue and Red, or The Discontented Lobster.
 Under the Window, Kate Greenaway.
 Seven Great Hymns, Neal's trans.
Brooklyn Museum Lib., Eastern Parkway & Washington Ave., Brooklyn, N. Y.
 Los Angeles Mus. of Hist., etc., Bulletin, v. 2, no. 3, v. 4, no. 2.
Burrows Bros. Co., 633-637 Euclid Ave., Cleveland
 In the World Celestial, T. A. Bland.
Campion & Co., 126 S. 16th St., Phila., Pa.
 Gulliver's Travels, old edition, unexpurgated.
 Story of Collette.
 Land of the Sky, Christian Reed.
 Memoirs of Lyon, Playfair.
 Princess Cassamassima, Henry James.
 Young India, by Lajpat Rai.
 Anecdotes of a Miser.

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C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
Hugo, Novels, vols. 1, 3, cl., 12mo, Collier.
Dickens, Novels, vol. 3, 16mo.
Hichens, Black Spaniel.
Sinclair, Rest of the Story.

Celebrated Authors Society, 723 7th Ave., New York
Laura Jean Libbey and Maurice LeBlanc Stories.

Centaur Book Shop, 1224 Chancellor St., Philadelphia
The White Peacock, D. H. Lawrence, Duffield, 1911.
The Battles of All Nations, Archibald Wilberforce, New York, 1899.
The Riddles of the World, Archibald Wilberforce, New York, 1892.
Capitols of the Globe, Archibald Wilberforce, New York, 1893.
Tales from Gautier, Brentano's, 1909.
The Scarlet Spider, Two Tales Pub. Co., 1892.
Fausta, American Pub. Co., 1888.
The Way of the Sea, Norman Duncan, McClure, New York, 1903.
The Northwest Under Three Flags, Charles Moore, Harper, New York, 1900.
The Book of Bravery, Hy. W. Lanyear, Scribner, New York, 1919.
Good for the Soul, Deland, Harper, New York, 1899.

G. M. Chandler, 75 E. Van Buren St., Chicago
Audubons Birds of Am., vols. 2 & 5, Lockwood, 1861.
Bartlett, Shakespeare Phrase Book.
Fleming, Old Violins.
Hart, Old Violins & Their Imitators.
Haweis, Old Violins.
Hearn, Letters, 2 vols.
Hearn Letters, 1 vol.
Hill & Son, Stradivarius, His Life & Work, folio, col. plates.
Osler, Angina Pectoria.
Peary, Northward Over the Ice, 2 vols.; Nearest the Pole.
Slave Songs of the United States, 1867.
Taylor H. C., Land of the Castanet; The Crimson Wing.
Van Vechten, Music in Spain; Music After Great War.
Winter, Gray Days & Gold; Shadows of the Stage, 1st & 2nd series; Old Shrines & Ivy, 2 copies; Brown Heath & Blue Bells; A Wreath of Laurel; Other Days; Old Friends; Vagrant Memories.
Bedford-McNeil, Mining & General Telegraphic Code, 1895 ed. only.
Keats, Poetical Works, Buxton Forman ed., 4 vols., 1st ed.

Church Pub. House, 17 N. Wabash Ave., Chicago
All About Japan, Belle M. Brain.

R. F. Clapp, 32 N. Pearl St., Albany, N. Y.
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Hitchcock, Unhappy Lives of Men of Genius.
Holmes, Dan, Under a Fool's Cap.
Studies in Philosophy and Psychology by Former Students of Chas. E. Garman in Amherst College, 1906.
Woods, Mental and Moral Heredity in Royalty.
Root, Classical Mythology in Shakespeare, Yale Studies in English.
Oppenheim, Mental Growth and Control.
Cutten, Psychological Phenomena of Christianity.
Bonser, Reasoning Ability of Children, Univ. of California, 1910.
Gross, Play of Animals.
Reade, Moral System of Dante's Inferno, vol. 1.

J. Clark Co.—Continued

Todhunter, History of the Mathematical Theory of Probability.
Mason, F. H., Life and Public Service of Garfield, with preface by Bret Harte, 1881.
Bolton, Famous European Artists.
Dawson, Great English Short Story Writers.
Humphrey, Women in American History.
Pattison, Leading Figures in European History.
Kellogg, American Insects.
Mosher, Essentials of Extempore Speaking.
Thackeray, The Virginians, Library ed., pub. by Houghton Mifflin.

Colesworthy's Book Store, 66 Cornhill, Boston
Imagination, Geo. McDonald.
Voyage of the Liberdade, Slocum.
The Emergency of China, Hawkes Pott.
Emerson's Journals.
Any Genealogies or Town Histories.

Colonial Society, Box 343, Richmond, Va.

Byrd, Col. William, all eds.
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Henderson's Jackson.
Hening's Statutes at Large, Casey's Index.
Page Family Genealogy.
Pond, Eccentricities of Genius.
Robie, Art of Love.
Sale, Manors of Virginia.
Watson's Napoleon.

Columbia Univ., Library, New York
Mach, E. von, Germany's Point of View, McClurg.
Hobhouse, L. T. and others, Material Culture and Social Institutions of Simpler People, Chapman.
Sharp, Thomas, Dissertation on the Pageants or Dramatic Mysteries Anciently Performed in Coventry, 1825.
Townely Plays, Re-edited by George England, introduction by Pollard, Kegan Paul, 1897.
Univ. of Chicago, Contributions to Philosophy, vol. 2, No. 2.
U. S. National Museum, Bulletin 71, part 1, Government Printing Office.
American Geologist, vol. 35, Nos. 4-6, vol. 36, No. 5, Geological Pub. Co., 1904.
Davenport, Charles B., Statistical Methods, latest ed., Wiley.
Kemmeer, Money and Credit Instruments, Holt, 1912.
Hewlett, Life and death of Richard Yea and Nay, Scribner, 1900.
U. S. Federal Reserve Board Bulletin, vols. 1-4.
Metal Industry, vol. 2, Nos. 1 to 9 incl., 1904.
Wise, F., ed., Annales gesterne Alfredi Magni, by Asser, 1722.
The Spectator, vols. 1-39, 1828-1866.
Ruggle, George, Ignoramus, trans. by R. Codrington, 1662, and E. Ravenscuff, 1678.
Popham, Rev. Edward, Selecta poemata anglorum-latinae, vol. 1, Bathonia, 1774.
Numismata Orientalia, International, parts 8-9.
Nugent, Thomas, History of Vandalia, vol. 3, London, the author, 1773.
Martineau, James, Essays, vol. 4, 1890-91.
Lumholtz, C., Unknown Mexico, vol. 2, Scribner.
Kemble, J. M., Codex diplomatiens Aevi Saxonici, vol. 3, London, 1840.
Guernsey, A. H. Thomas Carlyle, His Life and Books, Appleton.
Godwin, Mary Woolstoncraft, Mary, a Fiction, Johnson, London, 1788.
Godwin, M. W., Thoughts on the Education of Daughters, London, Johnson, 1787.
Godwin, Mary, Mary Woolstoncraft by C. Jebb, London, 1912.
Gildon, Charles, Poetical Remains of the Duke of Buckingham, Etheridge and others, 1698.
Bulletin of the Metropolitan Museum, Nov., 1924.
Whittaker, The Neo-Platonists.

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Pennell, Our Phila.
Coopers, Game Fowl, any ed.
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Circus Books, any.
Dreiser, 1st eds.
Art and Archt. of Worlds Col. Ex., 2 vols, folio.
Garnet & Gosse, Am. Lit., 4 vols.
Simms, J. M., Story of My Life.

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Kisch, Sexual Life of Women, best ed.
Holidays, Stained Glass.
South Carolina Jockey Club.
Turf Speculation, Haines.
Hunters, Glass.
Molly Maguires, Pinkerton, or DeWees.
1601 Conversations, Twain.
Whitman, any 1st or auto. copies, also any A. L. S.
Dumas Memoirs, 6 vols.
Heckewelders, Indian Nations.
Archery, Badminton, Library.
Wilson, A. L. S., or any book with inscriptions.
W. H. Hudsons, 1st eds.
Walton and Cotton, Angling, quote any.
New York, 1st, Directory.
Books, Illustrated by Joseph Pennell, any.
DeWees, Molly Maguires.
Pinkerton, Molly Maguires.
Rosco Conklin, Speeches.
Saints, In Christian Art.
Tom Sawyer, 1st ed.
Lost Gallion, M'Liss, 1st eds.

Chic. Cut Rate Bk. Co., 445 S. Dearborn St., Chicago
Harvard Classics, vol. 4, 44, 45, maroon cl.
Complete file Publishers' Weekly, with list authors
1st eds.
American Mercury, 1st 6 numbers.

Dartmouth College, Library, Hanover, N. H.
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Goose Girl, by Harold MacGrath.

Little, Brown & Co., 34 Beacon St., Boston, Mass.
Montesquieu's Spirit of Laws, 2 vols., Bohn Lib.

Liverright Bookshop, 4 W. 49th St., New York
The Anti-Trust Act and the Supreme Court by Wm.
H. Taft, Harper, 1914.
The Story of the Golden Apple, by Pamela Mc-
Arthur Cole.

Lofland & Russell, 732 W. 6th St., Los Angeles, Cal.
Pollard's Digest of Patent Decisions, 1897 to 1902.
International Studios, any date, any quantity.
American Mercury, vol. 1.

B. Login & Son, 29 East 21st St., New York
Astrophysical Journal, 1915-1923.
Beaumont, Physiology of Digestion.
Thatcher, American Medical Biography.
Williams, American Medical Biography.
Sims, Marion, Story of My Life.
Send lists of Chemical & Medical Periodicals and
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Login Bros., 1814 W. Harrison St., Chicago
Lexer Bevan Surgery.
Fantus Prescription Writing and Pharmacy, 1906.
French Differential Diagnosis.
Tinnell, Nerve Wounds.
Send list of late medical books.

Lord & Taylor Bk. Shop, Fifth Ave. at 38th St. N.Y.
French Menus, by C. H. Senn, pub. Caterer.

Loring, Short & Harmon, 474 Congress St.,
Portland, Me.

Materlinks Old-Fashioned Flowers, Dodd.
Harvard Clascis.
Richard Higgins and His Descendants, Mrs. Kath-
erine Chavin Higgins, Worcester, 1918.
Hints on Landscape Gardening, Puckler-Muskan,
Houghton.
John Libby Family, B. Thurston & Company, 1882.
Mollie and Universeman, Bangs, Winston.

Lowman & Hanford Co., 616 First Ave., Seattle,
Washington

Britton, Rev., Set, Women of the World, cloth bind-
ing.
Casella, Evolution of Music.
Chamberlain, Thru Stained Glass.
Coffin, Story of French Painting.
Gilbreath, Miss Amerikanka (new copy).

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Greeley, American Conflict.
Hemenway, On Public Health.
Jefferson, T., The Federalist, Everyman's Lib., re-
inforced cloth.
Kelley, L. V., The Range Men.
Parrish, P., Design and Working of Ammonia Stills.
Pitt-Rivers, Gen., On the Development and Distri-
bution of Primitive Locks and Keys.
Price, A Treatise on Fire and Thief-proof Deposi-
tories and Locks and Keys.
Taylor, R. G., Fiddle and the Bow.
Towne, H. R., Locks and Builders Hardware; Se-
cret Society and Social Customs of the Kwakwilt,
Ptg. by Smithsonian Inst.

Macaulay's, 1426-1430 Farmer St., Detroit

Michigan Poets and Poetry.
Poems of Julia Moore.
Upper Berth, by F. M. Crawford.
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Bookmaking, anything on, cheap.

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Madison, Notes on Constitutional Convention.
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Hugo, Works, good edition.
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Murray, G. O. V., Prose and Poetry of Ireland, Col-
lier, 1877.
Kuntz, Elephants and Ivory.
Creasy, Turkey.
Pears, Destruction of Greek Empire & Capture of
Constantinople.
Seton-Thompson, Life Histories of Northern Game
Animals.

Brinton, Myths of the New World.
Circle, Asbestos, Dept. of Mines, Ont., Can., 2d ed.
Joseph McDonough, 174 State St., Albany, N. Y.
Seaward's Narrative of His Shipwreck, by J. Porter.
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Dream Psychology, by Freud, pub. by McCann Co.

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Don Quixote, Smollett, 2 volumes, quarto, 1755.
Custer, Wild Life on the Plains.
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Dickens Xmas Books, 1st issues.
Bradshaw Guide, 1910-1914.
Anti-Nicene and Post-Nicene Fathers, U. S. Cata-
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Franklyn Meine, 1422 N. LaSalle St., Chicago
U. S. Postal Guide Official, about 1860.

F. G. Melcher, c-o Publishers' Weekly
Bookbinding & Care of Books, Cockerell.
Story of Libraries & Book Collecting, Savage.
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Isaac Mendoza Bk. Co., 15 Ann St., New York
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Pa. Archives, 2nd ser., vols. 14 & 15, several.

Newbegin's, 358 Post St., San Francisco, Cal.

First number of Antiques, magazine.
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D. H. Newhall, 1701 Pershing Sq. Bldg., New York
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Weeks, Among the Congo Cannibals.
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Benton, Cowboy Life, 1910.
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I. C. S. Reference Library, Complete Architecture, 5 vols.
Barrett, To Babylon, Little, B.
Herbert, Sporting Scenes & Characters, 2 vols.; American Field Sports, 2 vols.
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Jacobi, Short History of Women in Medicine.
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Dreiser, Sister Carrie, 1900.

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Old Book Shop, Fergus Falls, Minn.

Chap Book, Stone & Kimball, Chic., 1st 4 nos. beginning May 15, 1894, semi-monthly, to July 15, 1894; no. 11, vol. 3; nos. 3 & 7, vol. 5; all vol. 6 except nos. 1 & 2.

Oregon University Library, Eugene, Oregon

Browne, C., Statute of frauds.
Bacon, F., Works, edited by Ellis, Spedding and Robertson.

Park Book Shop, 109 E. 59 St., New York

Works of Alexander Hamilton, Letter Pr. ed., vol. 3.
Works of Voltaire, Collectors ed., vol. 5.
Harris, F., Veils of Iris.

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Platonist Press, 1177 Warburton Ave., Yonkers, N.Y.

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Springer, Intra Muros.

Presbyterian Book Store, Witherspoon Bldg., Phila.
Sleeping Through the Sermon, Morris.

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Kittos, Illustrated History of the Bible.
Call of Christ, Willett.
Psychology of Christian Life, Warner.
Miller's Family Prayer.
Pierson, The Bible a Spiritual Life; Knowing the Scriptures; The Making of the Sermon.

Preston & Rounds, 98 Westminster, Providence, R.I.
Breck, Way of the Woods.

Princeton University, Library, Princeton, N. J.
Stevens, Ptolemy's Geography, 2nd ed., 1908.

Princeton Univ. Store, Princeton, N. J.

Von Mach, Greek Art—Its Spirit and Principles, Ginn, please quote.

Putnam's, 2 W. 45th St., New York

Abbot, Old Paths and Legends of the N. E. Border.
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 Minot, Problem of Age, Growth & Death.
 Morgan & Kuish, Spectra.
 Muhlbach, Novels, set.
 Powers, Morning with Masters of Art.
 Map of West Chester County, N. Y., from Actual Survey by Sidney Neff.
 Olden Time, magazine pub. by N. B. Craig, Pittsburgh, 1846-1847, complete set, or individual nos.
 Ramsey, English Language and English Grammar.
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 Gray, Botanical Text Book, pts. 3 & 4.
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 Hollander, Development of Ricardo's Theory.
 Hopkins, Watchmakers and Jewellers' Handbook.
 Howard, Hist. of Matrimonial Institution.
 Hudson, Hampshire Days, American ed.
 Whistler, Gentle Art, Ed. Sheridan Ford, 2nd ed.
Queen City Bk. Co., 182 Franklin St., Buffalo, N. Y.
 Bangs, Pursuit of Houseboat.
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 Morrison, American Steam Navigation.
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Rare Book Co., 99 Nassau St., New York

Life and Literature of the Ancient Hebrews, Lyman Abbott.
 Life and Time of Jesus, Edersheim.
 The Private Journal of a Journey from Boston to New York in the Year 1704, Sarah Knight.
 Wycliffe & Purvey New Testament, ed. by Forshall & Madden, pub. by the Oxford Press.
 1st eds. of Longfellow.
 Eldorado, Bayard Taylor, 2 vols., 1850.
 Any 1st eds. of Washington Irving.
 Campbell's Virginia.
 Tilton vs. Beecher Trial, 1875, vol. 3 only.
 Roosevelt's Autobiography, 1st ed.
 Ramsay's History of South Carolina, 1809, vol. 2.
 Memoirs of S. S. Prentiss, 2 vols.
 Adams, John Quincy, Lectures on Rhetoric and Oratory, Cambridge, 1810.
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 Life of Alexander Hamilton.
 Burr Conspiracy, McCaleb.
 Madison's Federal Constitution, 1892, Scott, 2 vols.
 Acts of the Legislature of all States.
 Christian Science Books and Pamphlets.

The Rare Bk. Shop, 723 17th St., N.W., Dash., D. C.
 A. L. S. or signature of Warren G. Harding.
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 Goodspeed's History, East Tennessee ed.
 Green, Vesty of the Basins.
 Illuminating, any books on, with colored plates.
 Aircraft Insurance, any books on.
 Messages and Papers of the Presidents, Subs. ed. containing messages through 1915.
 Nora May French's Poems, privately printed.
 North Carolina State Records, vols. 1-10 incl.
 Ravenel, Life of Pinckney, Scribners.
 Report of the Commissioner for Fish & Fisheries, 1875-1876.
 Rolfe, Hadrian VII.
 The Family of Morgan, by Appleton Morgan, N. Y., circa, 1900.
 Warren Family in America.
 White, Balch Family, Indianapolis.
 Wilcox, The Beautiful Land of Naught.
 Zola, The Soil, in English.

Raymer's Bk. Store, 5 N. Division, Grand Rapids
 Our Little Old Lady, Brainerd.
 My Childhood Home in Greece, Hearn.

Raymer's, 1330 1st Ave., Seattle, Wash
 Grant's Campaigns, Adam Badeau.
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Peter Reilly Co., 133 N. 13th St., Philadelphia
 McCarthy, Sermons.
 Raccolta, Cunningham ed.
 Darier, Therapeutics, Int. System of Ophthalmic Practice.

A. M. Robertson, 222 Stockton St., San Francisco
 Eliza Pinckney by Harriet Ravenel.

E. R. Robinson, 410 River St., Troy, N. Y.
 Book of Juvenile Poems containing Old Bottle Nose, etc.
 Chatterton, E. K., Steamships and Their Story.
 Cox, M., History of the Stirling Furnace, Orange Co., N. Y.
 Davis, Andrew Jackson, Works.
 Frank Leslie's Illustrated New York, 1870, 1880, odd nos.
 Franklin, Gen., In Memory of Gen. McClellan.
 Grayson, David, Original eds.
 House in Smith Square.
 James, G. P. R., Ticonderoga.
 Locomotive Catalogs, 1870-1890.
 McArthur, Marine Insurance.
 Memorial of the Three (Townsend) Brothers.
 Nagler, Gen., McClellan vs. Lincoln.
 Navarro, M. A., A Few Memories.
 Osgood, American Colonies in the 17th Century.
 Pyle, H., Book of the Amer. Spirit, illus. in color.
 Perkins' Arithmetic.

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 Winter, W., Stage Life of Mary Anderson.
 Wilson, B., Emphatic Diaglott.
 Memory Library.

Rosenbach Co., 1320 Walnut St., Philadelphia

Costume Historique, Racinet.
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 Russell, A. E., Future of Ireland and Awakening
 Fires; Literary Imaginations; Ireland and Tariff
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 The Heretics, 1911; Essays on Charles Dickens; Is
 Free Trade Alive or Dead? 1906.
 Dora Sigerson, The Sad Years, N. Y.; Sixteen Dead
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St. Louis Public Library, Olive, 13 & 14th Sts.
 Chopin, K., Bayou Folk.

Sather Gate Bk. Shop, 2235 Telegraph Ave.,
Berkeley, Cal.

Kane, Arctic Exploration, vol. 1, 2nd Grinnell Ex-
 pedition, 1857 ed.
 Lanier, The English Novel.
 Litchfield, Furniture, pub. Helburn.
 Moore, Anthology of Pure Poetry.
 Milton, Paradise Lost, Dore illus., pub. Cassell.

Schaefer & Koradi, 407 Callowhill St., Philadelphia
 Bror Meyers Skating.

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 Knox Little, St. Francis of Assisi.
 Benson, Along the Road.
 The Lady of the Lighthouse.

Scrantom's, 334 Main St. E., Rochester, N. Y.

J. C. Carter, Law, Its Origin, Growth & Function,
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 Smith's Bible Dictionary, 4 vols.
 Young's Analytical Concordance.
 English-Greek New Testament.
 Belloc, Danton; Robespierre.
 Rev. T. F. Shadler, The Beauties of the Catholic
 Church.
 Jas. K. Hosmer, The Last Leaf.
 Maarten, Brother's All; Dorothea; God's Fool;
 Healers; Price of Lis Doris.
 Percy's Reliques.
 Bartemen, Naval Occasions; A Tall Ship on Other
 Naval Occasions.
 Boyd, Fortunate Isles.
 Dyer, Great Senators.
 Van Vechten, Peter Whiffle, 1st ed.
 Twain, Biography of U. S. Grant.
 Reynold, A Make Shift Marriage; Doubtful Char-
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Crockett, Account of Col. Crockett's Tour to the
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- Thrope, T. B., *Mysteries of the Backwoods or Sketches of the South-West*, Phila., 1846; *Our Army on the Rio Grande*, Phila., 1846.
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- Archer, W., *India and the Future*, Knopf.
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- Dickinson, *A Modern Symposium*, Doubleday.
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- Hardy, *How to be Happy Though Married*.
- Harwood, E., *Notable Pictures in Florence*, Dent.
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- Hornung, *Raffles*.
- Hall, *How Money is Made in Security Investments*.
- Hugh of St. Victor, *Explanation of the Rule of St. Augustine*, trans. by Aloysius Smith, B. Herder.
- Ingleby, L. C., *Oscar Wilde, Some Reminiscences*, Laurie, London.
- Lancani, *Golden Days of the Renaissance in Rome*, Houghton.
- Lanier, *Select Poems*.
- Legenda Trium Sociorum, *Temple Classics*, Dutton.
- Markham, E., *California*, Hearst.
- Mott, L., *White Darkness*, Outing Pub. Co.
- Maurois, A., *Silence of Col. Bramble*, Lane.
- Menpes, Venice, A. & C. Black.
- Meyer, *Rock and Water Gardens*, Scribner.
- Nahas, *Life and Times of Tutankh-Amen*, Amer. Lib. Service.
- Perrins, F. T., *History of Florence*, Methuen, 1892.
- Quilter, H., *Giotto*, Scribner.
- Sandiford, *Comparative Education*, Dutton.
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- Valdes, *La Hermana San Sulpicio*, English trans., Crowell, 1890.
- Vasari, G., *Lives of the Painters*, 6 vols., Bohn Library, Harcourt.
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- Scruggs-Vandervoort-Barney, *Bk. Dept.*, St. Louis
- New York in the Revolution, J. A. Robert.
- Charles Sessler, 1314 Walnut St., Philadelphia
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- Marshall's Life of Washington.
- Diary of John Burkhart, in English.
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- Form and Color, Phillips.
- John V. Sheehan & Co., 1550 Woodward Ave., Detroit
- Knickerbocker's History of New York, with Parrish illustrations.
- Sherwood's, 24 Beekman St., New York
- Heel of War, Ex-Major G. B. McClellan, Dillingham, 1916.
- Prostitution—Considered in Its Moral, Social & Sanitary Aspects, J. Churchill & Sons, Lond., 1870.
- A Practical Treatise on Disease of the Urinary & Generative Organ of Both Sexes.
- The Function & Disorders of the Reproduction Organs.
- Sibley, Lindsay & Curr Co., Rochester, N. Y.
- The Sinner, Rita.
- S. D. Siler, 1000 Canal St., New Orleans
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- Alice McAlister Skinner, 724 Elm Et., Winnetka, Ill.
- Kipling, *Outward Bound* ed., 1899, vols., 7-10, 14-24.
- J. Skinner's Bk. Store, 44 N. Pearl St., Albany, N.Y.
- Historical Sketches Andover, Mass., Bailey.
- Hall's History Vermont.
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- Supplement vols. of Pepper & Lewis Decisions of Pa., 1898-1919.
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- Symonds, *Life in Swiss Highlands*.
- G. E. Stechert & Co., 31 E. 10th St., New York
- Aulard, *French Revolution*, 4 vols., Scribner.
- Borsodi, *National Advertising*.
- Brooks, *Handbook Invertebrate Zoology*.
- Commons, *Distribution of Wealth*, Macmillan.
- Dunn, *Massacres of Mountains*, Harper.
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- Goldman, *Social Significance Mod. Drama*, Badger.
- Higginson, *Sonnets of Petrarch*, Houghton.
- Hodges, *Everyman's Religion*, Macmillan.
- Jacobsen Marie Grubbe, *Am. Scan. Pdn.*
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- Journal Political Economy, set or vols.
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- Maennel, *Auxiliary Education*, Doubleday.
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- Mathews *Expansion of New England*, H. M.
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Authors Digest, vols. 7, 8, 16, 17.
Am. Bk. Prices Current, 1912 to 24.
U. S. Cat., 1912 and Supp.
Lippincott's Mag., May, 1890.

Swinton & Co., Saginaw, Mich.

Singing Places, Margaret Bowen, Boston, 1919, or
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Christology, Science of Health and Happiness,
Oliver C. Sabin.
Cities of the Sun, G. W. Warder.

Tacoma Publis Library, Tacoma, Washington

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Their Book Shop, 5 Pikes Peak Ave., Colorado
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L. M. Thompson, 24 Stone St., New York

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Ames, The Mayflower, and I, her Log, 2nd edition,
Houghton Mifflin & Co.
Hill, Liberty, Documents, Longman.
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H. H. Timby, Ashtabula, Ohio

Life of Andrew Jackson, by Parton, 3 vols.
Mathews, Handbook, Guide to Trees and Shrubs.

H. H. Timby—Continued

Publications of the Ohio Society.
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Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

Log of the R. 34, Maitland.
Essentials of Spirituality, Adler.

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Anson, G., Voyage Around the World, 1748.
Melville, H., Pierre.

The University Book Store, Delaware, Ohio

Ingr., Christian Mysticism, cheap.

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12mo., red cloth cover, gilt stamping, wide margins,
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Van-Cleland Bk. and Art Store, 284 Main St.,
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Footprints of the World's History.
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Susan Turnbull.

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 T. B. Ventres, 286 Livingston St., Brooklyn, N. Y. The Beginnings of Maine, by Laura T. Richards.
 A. C. Vroman, 329 E. Colorado St., Pasadena, Cal. Gleason, The Limping Man.

Walden Bk. Shop, 307 Plymouth Ct., Chicago
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 Canniff, W., Settlement of Upper Canada.
 Masson, Bourgeois de la Cie. de Nord-Ouest, 2 vols.
 Richardson, John, Canadian Brothers; Eight Years in Canada.
 Robertson, Mrs. Simcoe's Diary.
 Willison, Laurier and the Liberal Party.
 Pickthall, Marjorie, Drift of Pinions.

John Wanamaker Bk. Dept., New York
 Through Field and Fallow, by Jean Hooper Page, pub. J. Tennyson Neely Company.
 Out to Win, Dawson, pub. Lane.
 Hon. Mrs. Richard Norton, J. G. Perkins, pub. Holt.
 Goodly Pearl, M. H. Debenham, pub. Whittaker.
 Fourth Gospel, by F. Scott.
 Modern Religion's Problems, pub. Houghton-Mifflin.
 F. E. L. Watson, 1736 Union Trust Bldg., Cleveland
 Pioneers of the Upper Ottawa, etc., by Anson A. Gard.
 The Canadians of Old, by Philipps Aubert de Gaspe, New York, 1890.
 Tanguay L'Abbe Dictionnaire Genealogique des Familles Canadiennes, 7 vols., Province de Quebec, 1771.

Edgar H. Wells & Co., 41a E. 47 St., New York
 Agar, Garden Design in Theory and Practice.
 Andrews, Apocryphal Books of Old and New Testaments, 1909.
 Cable Old Creole Days; Mme. Delphine, 1st ed.
 Clutton-Brock, Studies in Gardening.
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 Hart, J. M., Development of Standard Eng. Speech, 1907.

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 Marshall Newell Memorial volume, 1895.
 Michelo Angelo, Sonnets and Madrigals, tr. by W. Newell, 1900.
 Page, W. H., Life and Letters, 1st ed.
 Reinsch, Public International Unions.
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 The Industrial Revolution, by Beard, pub. in London, 1901.

Economic and Industrial Program of the Century,
 by Gibbons, pub. Toronto, 1903.

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 Ribot, English Psychology.
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 Villa, Contemporary Psychology.
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 Athenaeus, 3 vols., Bohn Library.

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 Aldous Huxley, Little Mexican; Virginia and Her Neighbors, 2nd vol.

Woodward & Lothrop, Bk. Dept., Washington, D. C.
 Argument of Spier Whitaker in the Trial of Dr. Eugene Grisson, July 1889, Raleigh, N. C., E. M. Uzell, printer and binder, 64 pages, 1889.

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American Mercury, Jan., Feb., Mar., April, and all other issues 1924.

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Chandler, Zach, Life of, bb Post and Tribune, Detroit, 1880, \$1.75.

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Swinburne, A. C., Selections from, ed. by Edmund Gosse and T. J. Wise, large pap. ed., 8vo. parchment extra, uncut, new, 1919, pub. 30s. for 12s., ed lim. to 500 copies.

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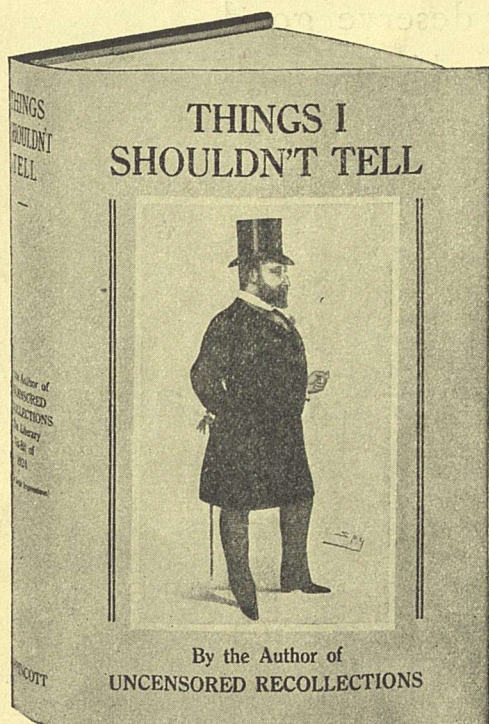
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